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## Proposals for Submittal For Minot Parking Ramp Rehabilitation and Expansion - City Project 1-2023 (Renaissance Ramp)

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Prepared for:  
**Jonathan Rosenthal**  
Economic Development Administrator

Proposal Submission:  
**October 27, 2023**



Investment • Development • Management

745 31st Ave E, Suite 105  
West Fargo, ND 58078  
701.866.1006  
[EPICCompaniesND.com](http://EPICCompaniesND.com)  
10/27/2023

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# LETTER OF INTEREST

THANK YOU FOR CONSIDERING US!

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October 27, 2023

Dear Mr. Rosenthal,

Thank you for the opportunity to present you with this proposal. As you will see throughout our proposal, EPIC Companies has experience with numerous developments in the region. We would be honored to work on these parking ramps and continue to make downtown Minot a place people are proud of.

Minot has worked hard to successfully ensure the quality of life for its citizens with great schools, good healthcare, excellent public service works, and access to natural beauty along the Souris River.

Inside this proposal, you will find our creative proposition on how we see the two downtown parking garages being an important development to downtown Minot. Over the years, we have seen the vision come to fruition developing a community that has an established an attractive downtown area. EPIC took on the M Building and would take great pride on finishing the partnership that we started. Each of our projects bring the economic development factor, workforce attraction/retention, and increase taxes in the community we serve.

One of the biggest parts of our proposal is creating a gathering place that would be open for the public to rent out, a convention center. This convention center would be able to accommodate numerous events that drive tourism to Minot. It would be an all-inclusive convention center with a hotel and convention space that allows for attendees to stay on site.

We want to create a positive impact on this neighborhood by complementing the current developments of the community, as well as creating more opportunities for the community character that separates it from the masses. Our team would be very proud to be selected to continue to develop in Minot. Within these pages, you will see how we can together, as a community, get that done! We appreciate your time and consideration and look forward to hearing from you regarding our proposal.

Thank you for reviewing our proposal and if you have any questions feel free to reach out. We look forward to hearing from you.

Sincerely,



Todd Berning  
President of EPIC Companies

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# INTRODUCTION



**EPIC Companies is an investment, development, and management company that specializes in mixed-use developments.**

The company was established in 2015. EPIC emphasizes creating developments that make a difference in the quality of life in the communities in which the development serves. In turn, this results in the creation of long-term steady, return on investment for investors and communities. EPIC's goals are to manage these properties efficiently and continue to grow this type of project in communities that make economic and community sense.

Our market is North Dakota along with western Minnesota. Our typical process is buying land, planning the best use, creating a budget and proforma, raising capital, and managing the finished product.

EPIC Companies is led by Todd Berning (President), Brian Kounovsky (Chief Advisory Officer), Blake Nybakken (Chief Operating Officer), Vicki Campbell (Chief Financial Officer), and a group of employees and partners referred to as Vice Presidents and Directors. They have specialized areas that they manage with a common goal of doing what is best for the customer, investor, community, and company.

## Our Mission

“

**Enhancing communities**  
through innovative development.

# COMPANY OVERVIEW



## Company History

EPIC was founded by Todd Berning in 2015 out of a need to better manage properties that are more complex in nature. EPIC started with a few mixed-use developments including Beaver Ridge in Minot, ND and Boulevard Square I and II in West Fargo, ND. EPIC started with minor community amenities and now has grown into a full-size regional development company that develops and operates projects such as The Lights in West Fargo, ND, EOLA in Fargo, ND, The Beacon in Grand Forks, ND and The Tracks in Minot, ND. The projects range from \$50,000,000 to over \$150,000,000.

## Markets & Services

EPIC's market is mainly in the throughout North Dakota and Minnesota. The market of our residential products consists of young adults just beginning their careers – young professionals, and empty nesters looking to downsize their home and possibly go south for the winter months. EPIC targets people currently living in very basic three-story apartments as they have many tenants who want a higher quality and convenient home.

The services that our product brings is a walkable community with assets such as community spaces that can be programmed all year and flanked by commercial businesses that are active.

A non-profit is hired to manage these community spaces and host a multitude of family friendly events throughout the year. EPIC also has a full-scale events department, named EPIC Events.

EPIC Events programs these community spaces with concerts such as Hairball, Gary Allan, Dwight Yoakam, Joan Jett, and Justin Moore.

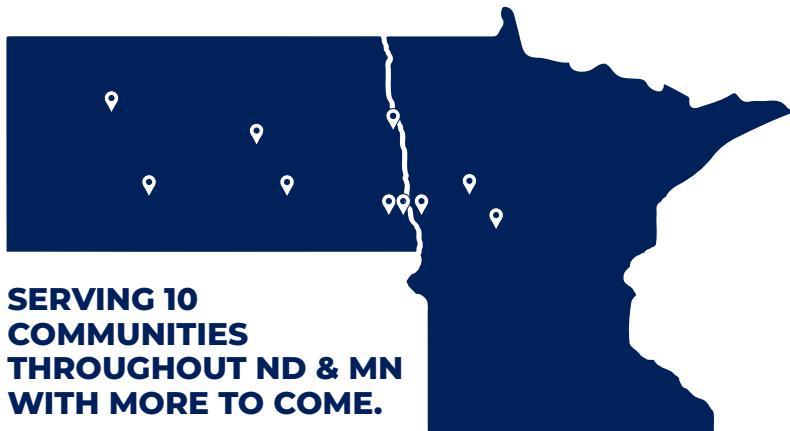
## Operational Structure

The company's executive team is Todd Berning, Brian Kounovsky, Blake Nybakken, and Vicki Campbell. Both Berning and Kounovsky are large shareholders in EPIC Companies. The President is flanked by Directors of Development, Finance, Events, Marketing & Public Relations, Facilities, Capital, and Construction. The company currently has over 90 employees.

## Financial Goals

EPIC is a privately held company that continues to operate conservatively and owns approximately 15% of every project that it develops. The goal is to continue to be fiscally responsible with debt, cash reserves, and assets that help EPIC grow for years to come. Our finance committee has a weekly meeting to ensure upcoming and current projects are being held to our standards and goals to ensure cash flow.

# COMPANY OVERVIEW



## Our Offices

745 31st Ave E, #105  
**West Fargo, ND 58078**

400 10th St SE  
**Minot, ND 58701**

208 E Greenfield Ln, #130  
**Bismarck, ND 58503**



## OUR VALUES



### Evolve and Adapt

At EPIC Companies, we empower our employees to make decisions, and constantly strive to improve with each project we develop.



### Build Relationships

We believe that connecting with our tenants, investors, and employees helps drive success.



### Open Communication

EPIC encourages directness so our employees and their ideas can thrive.



### Change Your Thoughts, Change Your World

By simply changing your thoughts, one can change the world around you.



### Be Humble

We are confident, but are aware of our weaknesses and continue to strive for improvement.

# EXECUTIVE SUMMARY



## Creating opportunity in communities.

We are dedicated to taking underutilized spaces and transforming them into functional, mixed-use developments. We strive to make these spaces livable and walkable, an asset to the community.

We create spaces with the community in mind, implementing amenities based on their needs. We take pride in creating opportunity and growth for these North Dakota and Minnesota communities.

# EXECUTIVE SUMMARY



## Mission

**Enhancing communities through innovative development.**

Applying this mission to the problem(s) that EPIC will solve.

## Solution

Our team consists of highly experienced and educated professionals with backgrounds in real estate development, construction, finance, management, and more. We use this experience along with our core values to achieve success and solve any challenges that may arise.

## Market Focus

EPIC targets urban/infill projects in communities that make sense demographically and need a supply of our product to satisfy demand. EPIC currently maintains approximately 20 acres of land inventory at any given time in the areas deemed applicable by the appropriate demographics.

## Competitive Advantage

Our competitive advantage is innovative, out of the box thinking based on current projects, community relations, company culture, experience, creative financing, and analyzation.

## Ownership

EPIC's major stakeholders include an ownership group; EPIC Holdings II:

Todd Berning  
Brian Kounovsky  
Blake Nybakken  
McKenzy Braaten  
Bill Leier  
Vicki Campbell  
Lance Johnson

## Expected Returns

Returns vary by location, timing, market, type of project, etc. The average IRR is 10% to 17% using current cap rates. Average return timing for our investors is 5-10 years of full operations.

# OUR UNDERSTANDING



We understand mixed-use development.



## WHY EPIC

EPIC Companies will make certain that our services will meet and exceed your needs. We are committed to providing the leadership, qualified staff members, and necessary resources to conclude the project.



## RELATIONSHIP TO BUILD UPON

The project team has a solid relationship that has been created by working together on multiple developments. Our organizations are on a first name basis and we have a proven track record for working together to meet budget and schedule goals.



## LOCAL STAFF AND RESOURCES

Our leadership and professional staff live mainly in North Dakota and Minnesota. We have thorough understanding of the local working conditions. Time and time again, our subcontractor relationships have saved valuable time and money. We know how to build the right team for the project.

## MIXED-USE HOUSING EXPERTISE

EPIC Companies has developed a specialized team of designers, developers, and construction professionals with a wide range of experience in completing mixed-use projects. The team is experienced in both new construction and renovation of historic spaces. Our goal is to maximize our unit square footage and provide efficient units to the public. EPIC is experienced and well-versed in completing mixed-use developments for a variety of audiences.

# OUR UNDERSTANDING



**EPIC Companies** has the personnel, experience, partners, and overall expertise to provide the City of Minot with a quality mixed-use project. Over the years, we have refined our processes and gained significant resources that are critical to making an effective development. Our process is based upon three key words: **INVESTMENT, DEVELOPMENT, and MANAGEMENT.**

**The first goal in the development process is raising capital.** One of our biggest assets as a development company is our financial capability. EPIC is a privately held company that partners with other private equity consultants to raise funding for each individual project. We have experience working with multiple accounting and CPA firms, private equity partners, and other groups who help us meet our funding goals.

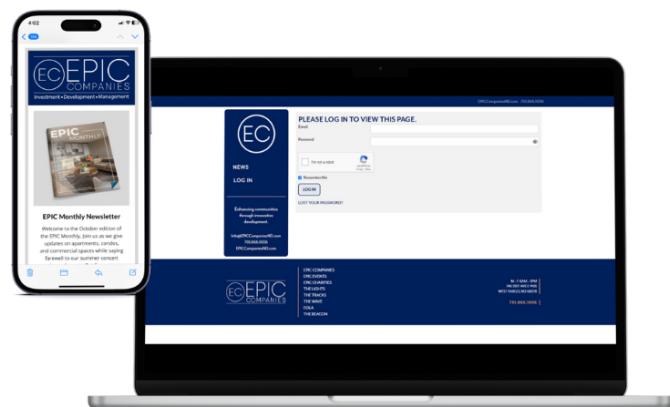
**Open communication is important in the development process, not only with the client, but with the investors.** EPIC keeps open communication with investors through our online investor portal, annual investor meetings, and investor socials. Investors have access to their private portfolio and can access rent rolls, income statements, construction reports, balance sheets, and tax returns at any time.

**Our ability to finance projects is indicated in our letters of support as well as shown through our mixed-use experience.**

EPIC Capital, the investment arm of EPIC Companies, led by Bill Leier, utilizes investment vehicles such as traditional equity investments, 1031 exchanges, fixed-rate subordinate debt notes, and self-directed IRA's.

**Once funds are acquired, the next phase is the development process.** EPIC Companies has partnered with local firms that have years of experience. These firms include Ackerman-Estvold, CBE Construction, and Interstate Parking.

**EPIC is projecting a development that includes residential, commercial, and hospitality spaces.** EPIC's in-house architect, Ben Zeltinger, and development team, Brian Kounovsky, Brian Reinarts, Blake Nybakken, and Lance Johnson, will guarantee coordination between all parties involved. We work with the demands of the design team to make sure the design phase aligns with the financial model and appeals to all parties involved.



# OUR UNDERSTANDING



**EPIC Companies works carefully with the planning and zoning officials, engineering departments, and the city staff to follow all local and federal guidelines in the development phase.**

Our team conducts regularly scheduled meetings to open lines of consistent communication and to align the firm's focus to be on task and cognizant of moving parts to help not overlook potential setbacks. We provide additional layers of oversight for the good of the project. EPIC has successfully accomplished multiple PUD's and P3 agreements in different municipalities and are very comfortable with the process. We also bring in experts to guide us through the process.

“

EPIC'S COMMUNICATION AND FLEXIBILITY HAS BEEN TREMENDOUS, WHICH HAS MADE THE PROJECT MOVE ALONG SMOOTHLY AND EFFICIENTLY.

- UNIVERSITY OF JAMESTOWN

**All EPIC Companies' previous mixed-use developments have been delivered on time and on budget.** We project a 2-5 year timeline for a project of this scope and size. EPIC Companies' ability to lease residential units is unmatched, with occupancy rates nearing 98%. This is highlighted even further in our project portfolio. EPIC takes pride in being able to adapt to different markets and circumstances and is willing to pivot direction for the good of the project. Our main goal is the overall performance of the project and best interest of our investors.

**We work hard, ensuring that our vacancy rate is low to non-existent. A low vacancy rate is a product of teamwork. Behind the scenes, our maintenance, marketing, and management teams work together to achieve the goal of providing exceptional work and service in their individual departments. EPIC has created an intelligent and creative community that is more than qualified to successfully produce this mixed-use development.**

“

TO ENHANCE THE EMPLOYMENT AND TAX BASE OF THE CITY OF MINOT THROUGH THE ACTIVE DEVELOPMENT OF QUALITY PROJECTS IN THE NEIGHBORHOODS, DOWNTOWN, AND THE ENTIRE CITY. TO STRENGTHEN THE CAPACITY AND RESILIENCY OF THE CITY THROUGH THOUGHTFUL ASSISTANCE AND PROACTIVE ADMINISTRATION OF PROGRAMS.

- CITY OF MINOT ECONOMIC DEVELOPMENT MISSION

# FULL PROJECT LIST



## ACQUISITION

3509 Interstate Boulevard - Fargo, ND  
EPIC Place - Grand Forks, ND (Renovation)  
Four Points by Sheraton - Fargo, ND  
Holiday Inn - Fargo, ND  
Holiday Inn Express West Acres - Fargo, ND  
Holiday Inn Express I-94 Medical Center - Fargo, ND  
Homewood Suites by Hilton - West Fargo, ND  
The Mill - Grand Forks, ND (Renovation)

## IN DEVELOPMENT

Allie Commons - West Fargo, ND  
Bolig Square - Moorhead, MN  
EDGE at The Lights - West Fargo, ND  
Falcoln at LTC - Fargo, ND  
I M A G I N E Hotel by EPIC - Multiple Locations  
JAK 23 - Fargo, ND  
Lake Park Townhomes - Lake Park, MN  
Lincoln at LTC - Fargo, ND  
Skyline by EPIC - Bismarck, ND  
Sheridan at The Tracks - Minot, ND  
The Wave by EPIC Water Park Resort - Fargo, ND

## UNDER CONSTRUCTION

JP Place - Perham, MN  
Makt at EOLA - Fargo, ND  
Maverick at The Tracks - Minot, ND  
M by EPIC - Minot, ND (Renovation)  
Spirit at The Beacon - Grand Forks, ND  
The Arch - Fargo, ND  
Unite by EPIC - Fargo, ND

## PLAZAS IN DEVELOPMENT

The Tracks - Minot, ND  
The Beacon - Grand Forks, ND  
Downtown Fargo (Gateway Center) - Fargo, ND

## DEVELOPED PLAZAS

POW/MIA Plaza - West Fargo, ND  
Essentia Health Plaza at The Lights - West Fargo, ND

## DEVELOPED PROJECTS

1923 at The Beacon - Grand Forks, ND  
Arbor Courts - Fargo, ND  
Area 57 Phase I & II - Bismarck, ND  
Beaver Ridge - Minot, ND  
Betty Engelstad Sioux Center - Grand Forks, ND\*  
Block E - Moorhead, MN  
Blu on Broadway - Minot, ND  
Boulevard Square I & II - West Fargo, ND  
Boulevard 3 by EPIC - West Fargo, ND  
Broadway Plaza - Minot, ND \*  
County Jail - Grand Forks & Rugby, ND \*  
ECHO at The Lights - West Fargo, ND  
ENVY at The Lights - West Fargo, ND  
EPIC at The Lights - West Fargo, ND  
Frito Lay - Minot, ND \*  
Gateway by EPIC - Fargo, ND  
Highlander Office Park - Minot, ND  
Lignite Apartments - Lignite, ND  
Meadowlark Town Homes - New Rockford, ND  
McKinley Plaza - Detroit Lakes, MN  
Minot Country Club - Minot, ND  
NDSF Grandstand - Minot, ND  
Northern Mall Partners - Grand Forks, ND  
Park South Phase I & II - Minot, ND  
Pioneer Place - West Fargo, ND  
Plaza 32 - Grand Forks, ND  
Ralph Engelstad Arena - Grand Forks, ND \*  
Ralph Engelstad Arena - Thief River Falls, MN \*  
Scheels Arena - Fargo, ND \*  
Sheyenne Plaza - West Fargo, ND  
TAB 42 - Fargo, ND  
The Don at LTC - Fargo, ND  
The Firm - West Fargo, ND  
UJ Place - Jamestown, ND  
Urban Plains Office & Retail - Fargo, ND \*  
Vanné - Moorhead, MN

\* Previous firm experience.

# KEY PERSONNEL



**TODD BERNING**  
PRESIDENT

**EDUCATION**  
North Dakota State University  
BS - Computer Science

Todd has been with EPIC Companies since day one and oversees all aspects of the company. He's the managing partner in 35+ real estate projects in North Dakota and Minnesota as well as the owner of M&S concessions, Inc. and Spicy Pie Pizza restaurants. He is the current President of the North Dakota State Fair Foundation, past treasurer and Paul Harris Fellow of the Minot Rotary Club, past Board Member of both Minot and Grand Forks Convention and Visitors Bureau, and the Grand Forks Empire Theatre, and the past President of the Metro Sports Foundation. Todd was also the past General Manager of the Ralph Engelstad Arena in Grand Forks, ND.

## RESPONSIBILITIES

- Visionary for the projects with over 35+ mixed-use projects that he has assisted with
- Creates the financial models that in turn make the projects succeed
- Works with the design team to create the designs that are most efficient to the building outcome
- Leads to the ultimate outcome of project completions and makes all final decisions



**BRIAN KOUNOVSKY**  
CHIEF ADVISORY OFFICER

**EDUCATION**  
North Dakota State College of Science

Brian has been with EPIC since day one as one of EPIC's lead developers as well as assisting in commercial and residential aspects of the company. He is a licensed Realtor (license #7221) with 30+ years of real estate and development experience. Brian owned West Fargo Auto Body from '95-'16 and has raw land developments in Cass, Clay, and Becker Counties. He is the owner of multi-family apartments, townhomes, and mixed-use complexes. Brian has also bought and remodeled over 30+ homes in his many years of experience.

## RESPONSIBILITIES

- As a developer Brian has close relations working with city and school staff
- Assisting with projects from start to finish working directly with the team lead
- One of his specialities is working to engage and secure tenants for commercial spaces
- As a team leader he is also involved with the intricacies of development including the documents, filings, and all paperwork related
- As a land owner he also has had many years of experience with development

# KEY PERSONNEL



**BLAKE NYBAKKEN**  
CHIEF OPERATING  
OFFICER

## Principal Contact

Phone: 701.721.8047, Email: [Blake@EPICCompaniesND.com](mailto:Blake@EPICCompaniesND.com)  
Office: 745 31st Ave E, Suite 105, West Fargo, ND

As Chief Operating Officer, and one of EPIC's lead developers, Blake manages the real estate division, and has been with the company since 2015. This involves all aspects of a development from front-end due diligence, entitlements and other governmental processes, design team coordination, financing, and the relationship of commercial, residential and hospitality components of a project. Blake helps evaluate opportunities and gives guidance on what makes it into the official project pipeline. Blake is a licensed real estate professional since 2007 (License #7824) and also spent seven years as a project manager and business developer for an architectural firm. Blake graduated from the University of North Dakota with a Bachelor of Arts in Political Science.



**VICKI CAMPBELL**  
CHIEF FINANCIAL  
OFFICER

Vicki has been with EPIC since day one and oversees all accounting and finance for EPIC. She has 20+ years of accounting experience helping businesses make critical financial decisions by auditing, collecting, tracking, and correcting company finances. Vicki helps maintain that all financials are accurate throughout the year. Vicki graduated from Minot State University with a Bachelor's of Science in Accounting.



**LANCE JOHNSON**  
CHIEF EVENTS  
OFFICER

Lance has been with EPIC since 2017 and oversees all events, promotional sponsorships, and assists with development. He has 20+ years of event and facility management experience, including major concerts, Division One Sports, and international sporting tournaments. Lance's previous event management experience includes working at the Alerus Center and Ralph Englestad Area in Grand Forks, ND, Bemidji Sanford Center in Bemidji, MN and the Scheels Arena in Fargo, ND.

## KEY PERSONNEL



**BILL LEIER**  
CHIEF INVESTMENT  
OFFICER

Bill has been with EPIC since 2018 overseeing the raising of capital and investor relations. Bill is proficient in understanding of 1031 Exchange, Self-Directed IRAs as well as cash investments including Equity to projects, Sub-Debt and Opportunity Zones. He takes a careful approach to EPIC's development projects ensuring future success and a positive return for investors. Bill's previous experience includes being the President of Dakota Capital Life Insurance and the General Manager for the Coca-Cola Bottling Company for 30+ years.



**MCKENZY BRAATEN**  
CHIEF  
COMMUNICATIONS  
OFFICER

Since 2017, McKenzy has been managing all aspects of communications, including overseeing marketing campaigns, public relations, signage, culture and many other office items at EPIC. Her previous experience includes marketing assistant at Titan Outlet Store, Adjunct Communications Professor at NDSCS and the Marketing Director at Zerr Berg Architects and Gehrtz Construction Services. She has her Master's in Communications from Purdue University and a Bachelor of Science in Public Relations and Advertising from NDSU.

## OUR TEAM'S ACCOMPLISHMENTS



Governors Choice for  
Outstanding Development  
2021



FMWF Chamber  
Business of the Year Finalist  
2022



2021  
2022  
2023



2021  
2022  
2023

# IDENTIFICATION OF **ENTITIES**

## DEVELOPER



## CONSTRUCTION



## ARCHITECT ENGINEERS



## PARKING CONSULTANT



## FINANCIALS



## LEGAL



# CBE CONSTRUCTION



3140 BLUESTEM DRIVE, SUITE 105  
WEST FARGO, NORTH DAKOTA  
701.866.1006

EPIC Companies continues to have an aspirational vision for the future, the addition of **CBE Construction** is a testament to that. We built this team to bring in highly experienced professionals that are hard-working, high-energy, and self-motivated.

The CBE team offers in-house design services, budgeting, estimating, value engineering, and construction management all with a single point of contact. This way we ensure all aspects of the project are coordinated, within budget, and built to the client's vision.

[EPICCompaniesND.com/constructionbyepic](http://EPICCompaniesND.com/constructionbyepic)



## OUR FOCUS

CBE is passionate about North Dakota communities and surrounding communities in Minnesota. We don't just create buildings, we build communities. We take pride in our developments, work, and needs of tenants.

Along with the management of new projects, we work with any of our commercial tenants for either new fit-ups or remodels within current commercial spaces. Our goal is to create functional, appealing spaces for our commercial tenants.

# CBE CONSTRUCTION



## **BRIAN REINARTS, DEVELOPMENT PROJECT MANAGER**

2004 Graduate of North Dakota State University with a Bachelor of Landscape Architecture and Bachelor of Environmental Design. Brian has been with EPIC since 2022 and is a vital part of our development team. He has coordinated projects with City Entities, Architects and Engineers. Brian's previous experience includes 16 years as a design and senior project manager with Land Elements as well as 2 years as an Associate Principal at Confluence.



## **NICK GIOBRES, FARGO DIRECTOR OF CONSTRUCTION**

2002 Graduate of Pratt Institute, New York with a Bachelor of Industrial Design. Nick has been with EPIC since 2021 helping manage CBE as well as many new development projects. His previous experience includes Class A office and residential remodels, new home construction, commercial and multi-family, and mixed-use construction.



## **BRUCE LANGSETH, MINOT DIRECTOR OF CONSTRUCTION**

1989 Graduate of North Dakota State University with a Bachelor of Science degree in Construction Management. Bruce has a wide variety of construction experience including a strong background in contract management, procurement, estimating, industrial design build construction, municipal field engineering with Burns & McDonnell and as a Resident Construction Manager with AECOM Engineering on the Minot Air Force Base Housing Privatization Project. Bruce has been with EPIC Companies since 2022 and is currently working on M by EPIC, The Tracks development, and several other EPIC projects in Minot and Bismarck, ND.



## **BEN ZELTINGER, DIRECTOR OF DESIGN**

Ben has been with EPIC since 2019 managing the architecture department by creating commercial tenant fit-up concepts, site evaluations, and building layout and concepts. His previous employment includes architecture firms in Sacramento, CA and Bismarck, ND. Ben graduated from North Dakota State University with a Bachelor of Architecture.



## **MATT KALBUS, ARCHITECT**

Matt has been with EPIC since 2022 as an Architect. He assembles tenant fit-up projects, meets with outside consultants and the CBE team coordinating bid sets for internal design projects, works on AutoCAD with internal design projects, and is the design lead for the hotel portion of The Wave by EPIC Waterpark Resort. Matt previously specialized in hotel and event spaces. Matt graduated from North Dakota State University with a Bachelor of Architecture and Bachelor of Science in Environmental Design.

# ACKERMAN-ESTVOLD



The organization was founded in Minot, ND, in 2003 as a civil engineering firm by four partners out of a deep desire to serve the residents of their hometowns in northwestern North Dakota. Over the years the company has grown into a well-respected organization looked to as the leader it is today.

In 2013, Ackerman-Estvold expanded locations and service offerings by merging with AmeriTech Engineering Corporation, a civil engineering firm located in Williston, ND, and their partner firm ABC Building Concepts, LLC, a Williston based architectural firm. With the addition of a new location and architectural services, Ackerman-Estvold was better able to serve our clients and projects in western North Dakota.

In 2018, following our strategic desire to grow market share and area, Ackerman-Estvold expanded its locations to the Treasure Valley by opening an office in Garden City, ID.

Our latest addition came in late 2020, opening an office in Fargo, ND. The team felt to fully serve its clients best the next step was to have well qualified and experienced staff in the whole state of North Dakota.

**[Ackerman-Estvold.com](http://Ackerman-Estvold.com)**



Ackerman-Estvold's current staff encompasses over 50 professionals within the offices of Minot, Fargo, and Williston, North Dakota and in Garden City, Idaho which includes our partner company Ackerman Surveying & Associates, Inc. Our team includes registered engineers, civil engineering technicians, registered architects, architectural technicians, registered surveyors, survey technicians, construction specialists, GIS specialists, licensed drone pilots, environmental specialists, and a full administration team which can assist with financials, communication plans and graphic design. Ackerman-Estvold's full line of services includes municipal engineering, water resources, transportation and traffic engineering, land planning and development, environmental services, cultural resources, construction engineering, GIS, drone technology, land survey, and architecture. In addition to the technical groups, our finance and communications teams can provide a variety of supporting assistance to your organization.

Ackerman-Estvold is not a Disadvantaged Business Enterprise but is recognized by the US government's System for Award Management (SAM) as a small business in the NAICS categories 541330, 541720, 541620, 541360, and 541370.

Ackerman-Estvold is a full-service civil engineering and architecture consulting firm serving clients on projects starting with initial planning through project closeout, and every step in between. Our exceptional team is composed of highly experienced individuals with comprehensive knowledge of all aspects of civil engineering and architecture.

2003



- ESTABLISHED – MINOT, ND

2013



- ARCHITECTURAL SERVICES ADDED
- WILLISTON, ND LOCATION OPENED

2018



- BOISE, ID LOCATION OPENED

2020



- FARGO, ND LOCATION OPENED

**1907 17TH ST SE  
MINOT, ND 58701  
701.837.8737**

**4165 30TH AVE S,  
SUITE 100  
FARGO, ND 58104  
701.551.1250**

**7661 West Riverside Dr,  
Suite 102  
Garden City, ID 83714  
208.853-6470**

**3210 27TH ST W,  
SUITE 200  
WILLISTON, ND 58801  
701.577.4127**

## DIVERSITY OF SERVICES

Our organization offers a wealth of experts in the architecture, engineering, and construction industry, providing in-house expertise as noted below. Disciplines we do not have, we engage consultants to balance the team, including: electrical, mechanical, and structural engineering.



ARCHITECTURE



INTERIOR DESIGN



GRAPHIC DESIGN



LAND DEVELOPMENT



TRANSPORTATION



MUNICIPAL



CONSTRUCTION



DRONES



WATER RESOURCES



ENVIRONMENTAL



GIS



SURVEYING

# INTERSTATE PARKING



# INTERSTATE PARKING COMPANY

120 SOUTH 6TH STREET, SUITE 2005  
MINNEAPOLIS, MN  
612.375.1301

## About Interstate Parking

We have a proven track record of designing, building, and managing custom-branded parking solutions without any of the baggage of traditional parking systems, particularly in costs, equipment, and complaints.

Our goal is to help every community thrive with smart, sustainable, and painless parking access for all visitors, residents, and workers.

**Turnkey, automated parking solutions, customized to meet your needs.**

Interstate Parking offers customized, fully automated managed parking solutions that increase revenue and customer satisfaction. Our state-of-the-art green technology and real-time data analytics support advance reservations and dynamic pricing. From mountains and beaches to historic districts and bustling downtowns, we'll deliver a cost-effective solution to meet your needs.

## Open up your town.

With our managed parking solution, businesses can thrive, by giving workers and customers hassle-free access to where they need to be, when they need to be there. At Interstate Parking, we don't see "parkers" — we see business owners, employees and residents as well as shoppers, tourists, convention goers, sports fans, hikers, skiers, and everyone else who wants to enjoy all your community has to offer.

Our managed parking solution expands and optimizes your existing parking inventory making it at least 40% more efficient. It's about working smarter — not harder — so everyone enjoys the best possible experience in your town, every day.

[InterstateParkingDowntown.com](http://InterstateParkingDowntown.com)



## OUR PARTNERS



Attorneys at Law

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[MPlawnd.com](http://MPlawnd.com)

5630 34TH AVENUE S, SUITE 120  
FARGO, NORTH DAKOTA  
701.281.8001



**MICHAEL MONTGOMERY**  
ATTORNEY



**KYLE PENDER**  
ATTORNEY



4310 17TH AVENUE S  
FARGO, NORTH DAKOTA  
701.239.8500

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Industry-driven CPAs and Business Advisors. Eide Bailly is a top 25 CPA and consulting firm helping the middle market grow and thrive. We'll work with you to imagine what's possible and bring that vision to life — when you're planning in an ever-changing environment, navigating complex compliance requirements, optimizing operations, investing in digital transformation, and simply asking what comes next. What inspires you, inspires us.

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CBIZ (NYSE: CBZ) delivers top-level financial and employee business services to organizations of all sizes, as well as individual clients, by providing national-caliber expertise combined with highly personalized service delivered at the local level. CBIZ is associated with Mayer Hoffman McCann P.C. (MHM)\*, a national, independent CPA firm. Through this association, we offer audit and attest services.

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# PROJECT EXPERIENCE

THE LIGHTS



**The Lights** is a large development including mixed-use commercial and residential buildings surrounding a public plaza space. An on-site parking ramp accommodates tenants and visitor traffic. The three distinct buildings, with a fourth in the plans (**EDGE**), will provide more than 80,000 square feet of premium space for businesses, events, and living. The Essentia Health Plaza at The Lights is home to year-round events including yoga, live music, bull riding, movie nights, and ice skating - all hosted on a transformable plaza. **EPIC** and **ECHO** were completed in 2021, **ENVY** in 2023, and **EDGE** is in development. Combined, the four buildings will host 20+ businesses, 125 apartments, and 28 condos.

Learn more at [TheLightsWF.com](http://TheLightsWF.com).

| PROJECT DETAILS |                                                                      |
|-----------------|----------------------------------------------------------------------|
| Project Cost    | \$60,000,000                                                         |
| Dev. Type       | Mixed-Use/Entertainment District                                     |
| Project Status  | Phase I & II Completed 2020, Phase III 2023, Phase IV In Development |
| Funding Source  | Private Equity, TIF, Traditional Financing                           |

- **3 Finished Buildings, 5-7 Stories**
- **28 Condos and 125 Apartments**
- **80,000+- SF of Commercial Space**
- **MIDCO Stage**
- **Essentia Health Plaza**
- **363 Stall Parking Ramp**
- **Underground Parking**





### THE LIGHTS SUCCESS STORIES

#### **Governor's Choice Outstanding Economic Development Awards**

The Community Development Award recognizes a development project that has increased the quality of life in a community. The City of West Fargo and EPIC Companies received this award for their collaboration on Essentia Health Plaza at the Lights. West Fargo and EPIC Companies collaborated to create Essentia Health Plaza at the Lights, a mixed-use area downtown that supports retail, office, recreation, entertainment, and housing.

<https://www.governor.nd.gov/news/governors-choice-awards-recognize-outstanding-economic-development-north-dakota-0>



#### **Governor's Travel and Tourism Awards**

Flint Firestarter Award for a Tourism Development Project

This award recognizes a new offering that has opened in a downtown district that has the potential to attract visitors and enhance the Main Street experience by offering improved amenities and spark future development in the core of a community.

<https://www.youtube.com/watch?v=F3EkZTwsxUg>

#### **Main Street Excellence Award**

EPIC was honored at the Main Street Summit with the Main Street Excellence Award from the City of West Fargo. This award is a part of Governor Doug Burgum's North Dakota Main Street Initiative and recognizes those who create smart, efficient, infrastructure, a 21st Century workforce, and healthy, vibrant communities.

#### **Sold Out Concerts**

Essentia Health Plaza at The Lights hosted two sold out shows in 2023: Sawyer Brown and BlackHawk on August 10th, and 38 Special and Elle King on September 15th. Shows at Essentia Health Plaza are hosted and promoted by EPIC Events.



Inforum's Best of The Red River Valley  
Best Live Entertainment Spot  
2021 - 1st place  
2022 - 2nd place  
2023 - Results to be announced



Locals Love Us  
2022/23 -  
Best Apartments



# PROJECT **EXPERIENCE**

## GATEWAY CENTER



This high-traffic street is known as **Gateway Center** because it connects Fargo and Moorhead with a prime location just past the river. The developer will have 3 mixed-use buildings. **Gateway by EPIC** was the first building completed in October 2021 with commercial space and apartments. **The Arch by EPIC** will be the second building completed late 2023/early 2024. **UNITE by EPIC** started construction summer 2023. The Arch and UNITE will have condos, apartments, and commercial space.

| PROJECT DETAILS       |                                                         |
|-----------------------|---------------------------------------------------------|
| <b>Project Cost</b>   | \$70,700,000                                            |
| <b>Dev. Type</b>      | Mixed-Use                                               |
| <b>Project Status</b> | Phase I Completed 2021, Phases II & III In Construction |
| <b>Funding Source</b> | Private Equity, Traditional Financing, Ren. Zone        |

- **3 Buildings, 5-7 Stories**
- **48 Condos and 109 Apartments**
- **46,000+- SF Commercial Space**
- **Public Plaza Space**
- **Underground Parking**



# PROJECT EXPERIENCE

GATEWAY



## GATEWAY CENTER SUCCESS STORIES

*"This beautiful project will serve as a gateway to the west and is located right at the front doors of our city. We are excited to highlight some of the recreational and tourist opportunities in Fargo as this project is being built adjacent to trails along the river and within a short distance to the center of Downtown Fargo."*

- Fargo Mayor Dr. Tim Mahoney



<https://fargounderground.com/2023/06/30/unite-by-epic-breaks-ground-in-downtown-fargo/?amp=1>

*"What a great infill project and what a great way to develop our community. This is the Gateway to the West. When people from Minnesota come to Fargo, they will see this project. ... It's going to be a front door to our community."*

- Fargo Mayor Dr. Tim Mahoney

<https://www.inforum.com/business/unite-building-touted-as-key-to-giving-fargo-a-grand-gateway-on-the-red-river>



Our Gateway Center developments are leading the way in revitalizing underutilized areas of downtown Fargo. The Lashkowitz High Rise which opened in 1971, was imploded summer 2023 to be replaced with modern affordable apartments.



*"We're excited for Lashkowitz's redevelopment and what's to come at this location. We create spaces that serve the community and these developments will all complement each other well once complete."*

- McKenzy Braaten, EPIC Companies Chief Communications Officer

<https://www.inforum.com/news/fargo/how-do-you-safely-implode-a-22-story-building-fargo-high-rise-to-come-down-this-summer>



# PROJECT **EXPERIENCE**

M BY EPIC



**M by EPIC** is a renovation project on the well-known Midwest Federal building that is also referred to as "The Big M" and "M Building". The building first opened in 1963 as Minot Federal Bank. M by EPIC will bring back an underutilized building in downtown and spark life once again in it, improving the vertical landscape of the area. The renovation will develop this mixed-use building into residential and commercial space.

| PROJECT DETAILS       |                           |
|-----------------------|---------------------------|
| <b>Project Cost</b>   | \$14,700,000              |
| <b>Dev. Type</b>      | Mixed-Use                 |
| <b>Project Status</b> | In Construction           |
| <b>Funding Source</b> | TIF, Private Equity, Bank |

- **8 Stories**
- **8 Condos and 23 Apartments**
- **18,000+- SF Commercial Space**
- **Underground Parking**





## M BY EPIC SUCCESS STORIES

*"It will be a tremendous boost to the community to have the Big M building revitalized and once again a productive asset for the Magic City."*

- Minot Mayor Shaun Sipma

*"The sale of the former Midwest Federal Building is a sign of confidence in Minot and downtown. The building is an iconic part of Minot's past and our skyline and we're excited to see plans for its redevelopment and reuse."*

- Josh Wolsky, Interim Director of Minot Downtown Business and Professional Association

The Dakotan and Mark Lyman, Economic Development Specialist for the Minot Chambers EDC, talk about why EPIC Companies is such an important part of Minot.

<https://epiccompaniesnd.com/minot-matters-talks-about-epic-companies/>



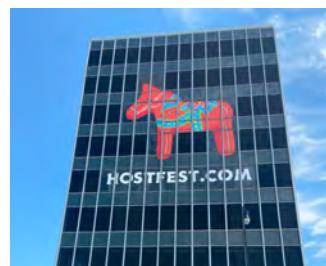
Progress of renovations for historic M Building in downtown Minot featured on KFYRTV.

<https://www.kfyrtv.com/2023/07/10/progress-renovations-historic-m-building-downtown-minot/>



Giant Dala horse painting appears on M by EPIC in Minot to promote Norsk Høstfest.

<https://www.kfyrtv.com/2022/07/14/giant-dala-horse-painting-appears-m-building-minot/>



Press release asking for community involvement in finding M Building artifacts to use in the remodel.

<https://epiccompaniesnd.com/minot-daily-news-epic-companies-seeks-m-building-memorabilia/>

# PROJECT UNDERSTANDING



**EPIC Companies and our partners understand the community impact of the Minot Parking Ramp Rehabilitation and Expansion Project 1-2023 which is why we've carefully articulated every step of the development process. Our partners play an integral role in ensuring the design is well thought out and goes above and beyond the community needs.**

Extending upwards from downtown Minot's Renaissance Parking Garage, the **IMAGINE Hotel by EPIC** will offer the city a new central urban hub in the heart of the Magic City. With direct access to downtown, and situated just one block off Broadway, this building serves as an **important connection** between the surrounding community and the walkable downtown core. This project will aim to renovate the existing parking ramp to provide attractive new commercial lease spaces for local businesses and maintain parking for the city.

Enclosed skyway connections are also planned to connect City Hall and M by EPIC with this development, which will help maintain **connectivity and circulation** through the fall and winter months. Overall design and detailing will focus on integrating with the historic fabric of downtown Minot, but will also account for **durability, ease of maintenance, and continuity**.

# PROJECT UNDERSTANDING



We have an understanding that the City of Minot has a planned transit center for the NW corner of the south ramp. We have two proposed solutions to relocating the transit center:

**1) Relocate the proposed transit center to the open lot southeast of Minot High School - Central Campus.** This site is currently owned by Project Bee (formerly the YWCA). The property was gifted to the YWCA in September 2020 following a fire which completely destroyed the apartment building that once stood on this site. This location offers several advantages: (1) it is within a short walking distance of Ward County Human Services, (2) it is across the street to the south from the Project Bee winter and emergency shelter, (3) it is across the street to the east from Milton Young Towers, which houses several disabled and disadvantaged residents, and (4) it is kiddy-corner from what will be Minot's newest middle school in the fall of 2024. Buses could queue along 2nd Street Southeast, between 3rd Avenue Southeast and Burdick Expressway. The close proximity of the transit center to the public services that may be frequently utilized by Minot transit patrons will create operational synergy that could enhance use and efficiency.

**2) Relocate the proposed transit center to the Carnegie Center.** The Carnegie Center has an at-grade entrance which provides an accessible access point to the basement of the space. At approximately 2,400 square feet, the basement of the Carnegie Center could have adequate space to accommodate the administrative and waiting functions of the proposed transit center. Similar to the location advantages of the Project Bee lot discussed above, this location is closer to the services and housing that may be utilized by regular transit patrons. Buses could queue along 2nd Avenue Southeast, between 1st Street Southeast and 2nd Street Southeast. The Carnegie Center is currently leased from the City of Minot by the Minot Area Council of the Arts (MACA). We believe the potential exists to increase the utilization of this historic, unique building while enhancing the missions of the City of Minot and MACA simultaneously. Several other options may be available and we look forward to discussing and pursuing these options with the City of Minot when the time is appropriate.

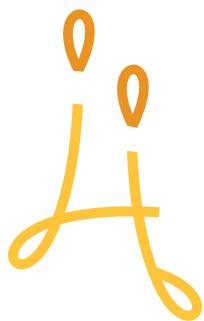
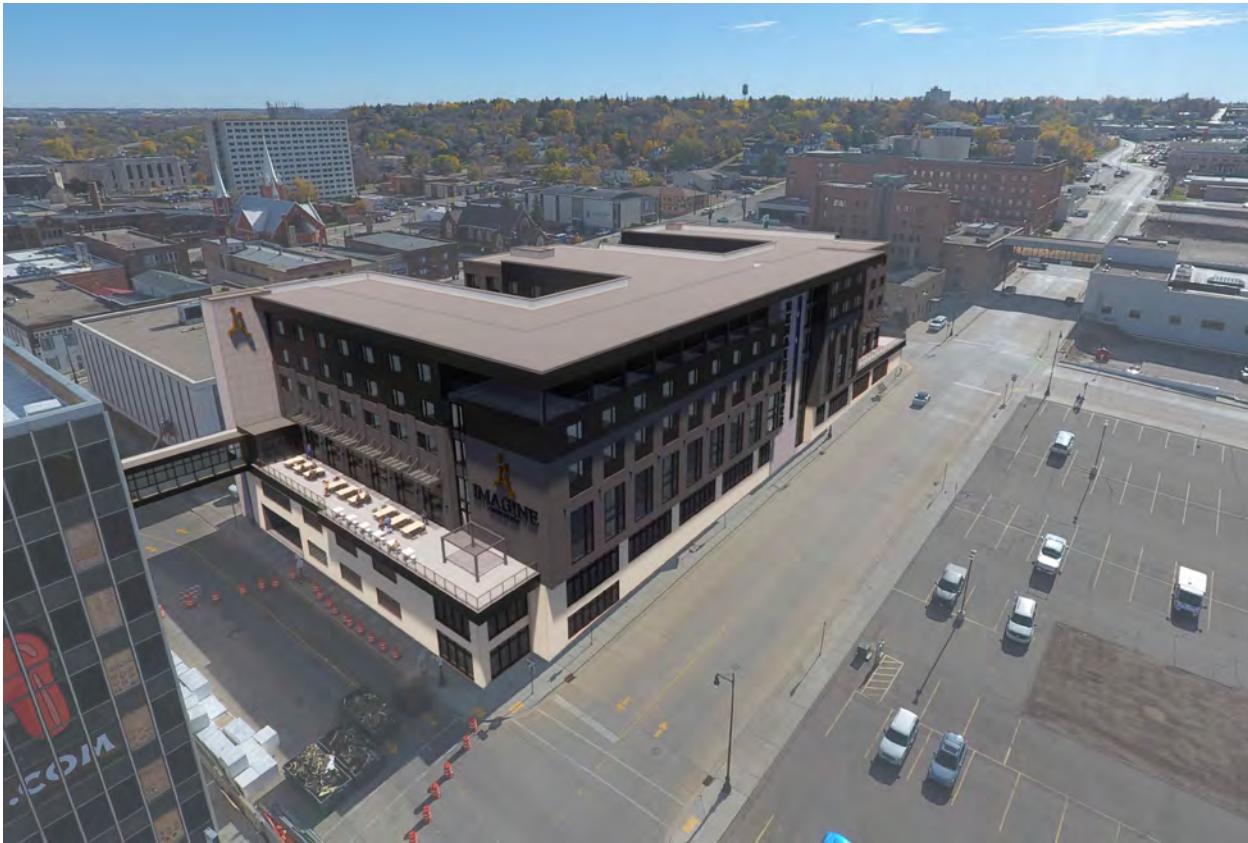


Carnegie Center

Minot High School - Central Campus



# PROJECT VISION



## IMAGINE HOTEL BY EPIC

Our vision for this project is to build an **IMAGINE Hotel by EPIC** rising above Renaissance Ramp. The project will be four stories and a total of 78,000 square feet. There will be 175 hotel rooms, 12,000 SF convention center, and commercial space. **IMAGINE** will be the centerpiece of downtown Minot. It will not only serve as a place for guests and be the home for complete mixed-use infrastructure. The project will be funded by Vision REIT by EPIC and bank debt.

# PROJECT VISION



| <b>175 Units / 4 Stories / Convention Center</b> |                     |
|--------------------------------------------------|---------------------|
| 78,000 Square Feet                               |                     |
| Value                                            | \$17,490,000        |
| Commercial - Change to Taxable                   |                     |
| Value                                            | \$3,297,500         |
| <b>TOTAL VALUE</b>                               | <b>\$20,787,500</b> |
| Pilot/Year - 25 years                            | \$332,600           |

Pilot will provide:

- Connectivity to City Hall
- Connectivity to M by EPIC
- 12,000 SF Convention Center

#### **Financing in Lieu of Pilot**

|                        |             |
|------------------------|-------------|
| \$1m / 7.5% / 25 Years | \$89,711    |
| Total Finance Out      | \$9,923,992 |
| Budget Amount          | \$8,931,593 |



**IMAGINE Hotel by EPIC**  
represents a unique concept where it will serve as a complement to the downtown Minot community. This hotel is designed to be a welcoming haven for families, adults, athletes, and community members alike, embracing the 'Live, Work, Play, Stay' philosophy that underpins each of EPIC's developments.

# PROJECT VISION

Existing EIFS will be removed to provide materials that are more suitable for Minot's downtown environment, which may include masonry and stone. The existing roof will be removed to make way for the new hotel and convention center construction. The first floor above the parking garage will feature a convention center, including a large main lobby, pre-function space, on-site dining, commercial kitchen, and support spaces.

A terrace on both the North and South sides of the building will offer convention goers a chance to extend their events into the open air of downtown Minot. Hotel visitors will embrace a multitude of amenities, including two terraces complete with outdoor seating, games, and green space.

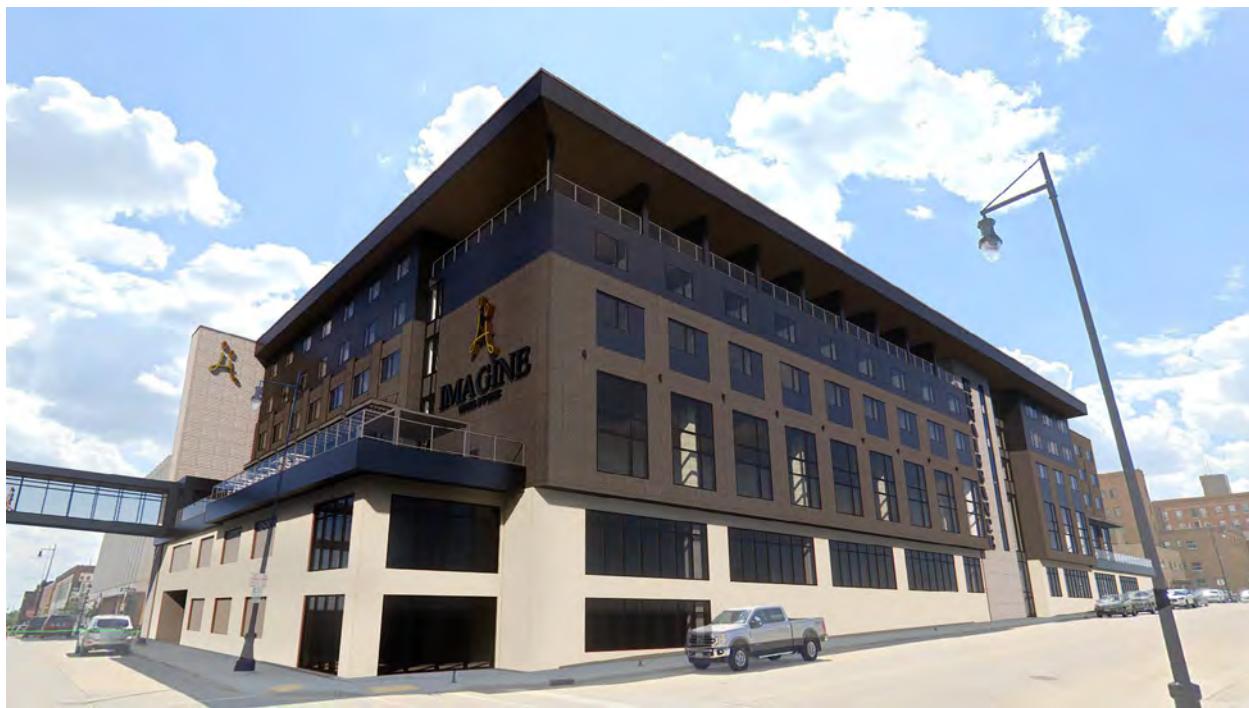
**The possibilities for amenities are endless at IMAGINE.**

EC



## AMENITIES

- Convention Center with Break Out Rooms
- Bar and Restaurant
- Two Outdoor Patios with Amenities
- Potential Pool/Hot Tub
- Cleaning Services
- Maintenance Services
- Fitness Room
- Convenience Store
- 24-Hour Security



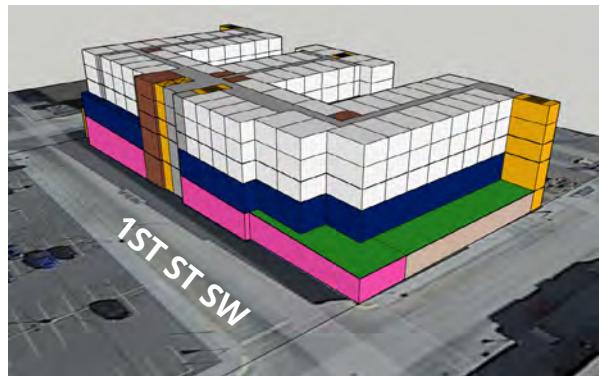
# PROJECT VISION



**Existing Parking**



**Existing Commercial**



**Stairwell/Elevator**

**Common Area**



**Convention Center**

**Rooftop Patio from Convention Center Space**



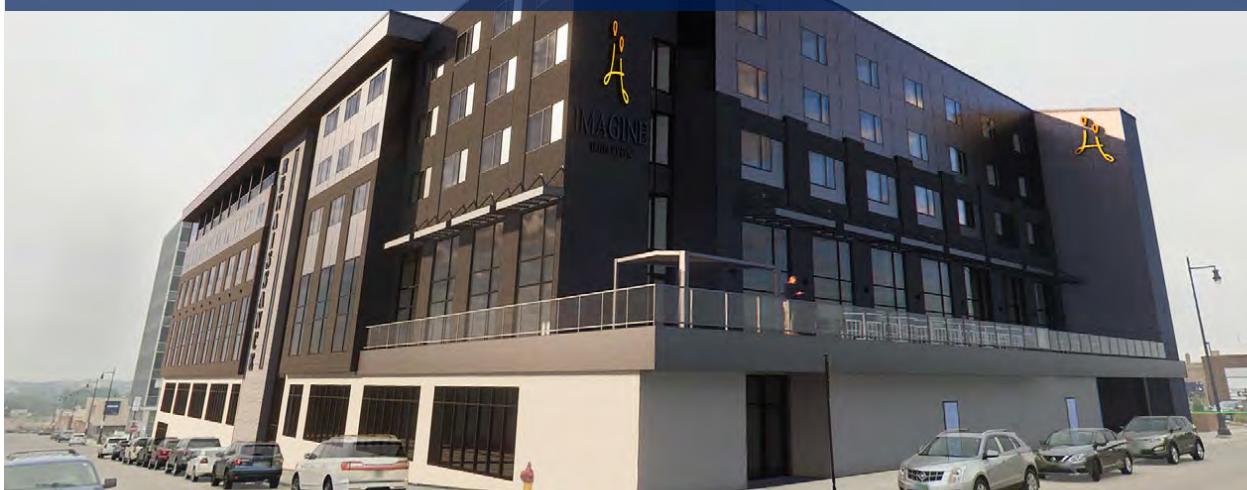
**IMAGINE**  
HOTEL BY EPIC



# PROJECT VISION



The convention center will be a great complement to community events such as the North Dakota State Fair and Norsk Høstfest. Our commitment to supporting local events can be seen in the dala horse mural that EPIC Events (promoter of Norsk Høstfest) put on M by EPIC.



I M A G I N E will have a contemporary and convenient interior, designed to cater to the diverse needs of every traveler. Thoughtfully crafted spaces will boast sleek and modern aesthetics, featuring clean lines that exude a sense of sophistication and style. With a carefully selected color palette that effortlessly blends high energy and relaxation, I M A G I N E offers an ambiance that perfectly complements your desired experience. Imagination will flourish as you envision your next extraordinary stay with us, where every moment is tailored to exceed your expectations.

## PROJECT GOALS

- Bring people together to enjoy the amenities provided for the community.
- Give people the chance to experience a development like none other in the region.
- Innovation - commercial space/hotel combinations are not common.
- Bring in new visitors to Minot, North Dakota.
- Showcase local art to support regional artists.
- Create a hotel that services and complements the downtown Minot businesses.
- Be a brand associated with quality, service, fun, and excitement.
- Create something that is both welcoming and memorable.
- Stimulate economic development and increase spend in the community.

# PROJECT APPROACH



Enhancing communities through innovative development is our mission. We prioritize working with communities and embracing perspectives. Engaging community leaders, downtown business owners, and the public is crucial to ensure the success and acceptance of any development project. We have been in conversation with Visit Minot, Downtown Business Association, Trinity Health, Aksal Group, and other prominent players in downtown Minot to understand what's important to the community.

## Here are some other strategies we have thought of that will contribute in the planning process:

- Utilizing online platforms, social media, and our large database to reach a broader audience and encourage community engagement through email, social media, advertisements, videoboards, and more.
- Utilize dedicated online spaces like our website where stakeholders can provide feedback, ask questions, and stay updated on the project's status. Our capital team communicates with investors and potential investors.
- Provide regular updates to inform stakeholders and the public about the project's progress which we currently do with our newsletters, construction reports, and online news/blog.
- Build strong relationships between our organization, tenants, local community, and the local arts and cultural groups.

Transparency is key to maintaining trust and support from the community. By implementing these strategies, you can foster a sense of community ownership, build trust, and ensure that the planning process is inclusive and representative of the diverse interests and needs of the community.



We care for our properties and take it upon ourselves to ensure they're safe and well-kept.

We are passionate about what we do. The EPIC team travels all over to build relationships and create connections.

We are committed to supporting the community through volunteering. We support the arts, local business, and philanthropic efforts.

We speak with local organizations and stay involved in communities.

# REFERENCES



1020 20<sup>th</sup> Avenue SW  
PO Box 940  
Minot, North Dakota 58702-0940

Telephone: 701.852.6000  
Fax: 701.838.2488  
[www.minotchamberedc.com](http://www.minotchamberedc.com)  
[minot@minotchamberedc.com](mailto:minot@minotchamberedc.com)

October 27, 2023

**City of Minot  
P.O. Box 5006  
Minot, ND 58702**

**To Whom It May Concern,**

**Our mission at the Minot Area Chamber EDC (MACEDC) is to advocate for and invest in business activity by being a collaborative partner in the community, focused on improving quality of life for all. MACEDC supports key initiatives that build and strengthen our economy and is excited about the further development of the downtown parking ramps.**

**MACEDC strongly supports EPIC Companies' submission for the Minot Parking Ramp Request for Proposal. EPIC has a proven record of successful investment and commercial development. We see this project as not only benefiting the community, but also increasing economic growth and tax revenues. This space could encourage activity and recreation downtown, while bringing a higher quality of life to the community.**

**MACEDC feels confident that EPIC Companies will be able to provide an outstanding development to this area and looks forward to being a partner and supporter of these efforts.**

**Sincerely,**

**Brekka Kramer  
President | CEO  
Minot Area Chamber EDC**

*The Minot Area Chamber EDC  
is accredited by the  
United States Chamber of Commerce*



# REFERENCES



May 4<sup>th</sup>, 2023

My name is Jersey Benson, Senior Vice President of First Western Bank & Trust headquartered in Minot, ND. This letter is intended to express my unbiased opinion of Epic Companies and reference the relationship we have established over the last six-years.

My relationship with Epic began in 2017 regarding an affordable housing project located in Minot, ND. This particular project renovated an existing three-story building into a 41-unit complex designed to be occupied by low to moderate income citizens who may qualify pursuant to the Department of Housing and Urban Development and the North Dakota Housing Finance Agency. As of today, this project is fully stabilized providing the necessary affordable housing needed within the community.

This is only one example of the many relationships we have had the pleasure of doing business with. Project after project Epic Companies continues to follow through from initial plans to completed and stabilized buildings.

The relationship between Epic Companies and First Western Bank & Trust has been exceptional. As a community financial institution, it is our mission to support impactful community projects and we feel Epic Companies management and expertise can continue to bring impactful projects to communities across North Dakota. If you have any questions please don't hesitate to contact me.

Sincerely,

A handwritten signature in blue ink, appearing to read "Jersey Benson".  
Jersey Benson  
FIRST WESTERN BANK & TRUST  
S.V.P.

*firstwestern.bank*

# REFERENCES

EC



May 3, 2023

To Whom It May Concern:

RE: Letter of Reference

Western State Bank has completed multiple projects with EPIC Companies throughout the metro with many being in West Fargo. These projects have gone as expected and EPIC has worked diligently to bring the projects to completion on time and built to specifications. The projects have not only provided a new and fresh look to the space but they have also spurred additional growth in that area which has been great for the West Fargo community. Western State Bank would happily partner with EPIC again on another project.

If you have any questions, please contact myself at (701) 499-6232.

Sincerely,

Matthew M. Oachs  
Market President



# REFERENCES



3216 Veterans Blvd.  
Fargo, ND 58104  
701.282.2139 1.800.735.6922  
fax 701.540.6466  
[capcu.org](http://capcu.org)

To whom it may concern,

Capital Credit Union has financed multiple projects within the Fargo/Moorhead community with Epic Companies and its affiliates. The projects have included land acquisitions, office spaces, and large residential developments. Each project has followed through with the presented expectations and completion dates. Epic Companies works diligently to support and grow the communities in which they reside. Capital Credit Union is proud to have partnered with Epic Companies and excited to see their continued growth.

Thank you,

Taylor Lugert – Business Services Officer



May 4, 2023

To Whom It May Concern:

Choice Bank is working with EPIC Companies on an exciting mixed-use development, and we've developed a excellent working relationship during the process.

Their project portfolio reflects their mission statement: Enhancing communities through innovative development.

Sincerely,

*Angie Baumann*

Angie Baumann  
VP BUSINESS BANKING  
O 701.356.9693  
C 218.779.4563

4501 23rd Avenue S • Fargo, ND 58104  
P 701.356.9700 • F 701.356.6460  
[bankwithchoice.com](http://bankwithchoice.com) • #PeopleFirst  
Member FDIC • EEO/AA • Choice Bank is a division of CFG.

# REQUIRED FORMS

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## **Debarment**

By submitting a Proposal, the Proposer must certify by signing below, that it is not currently debarred from submitting Proposals for contracts issued by any political subdivision or agency of the State of North Dakota or the Federal government and that it is not a person or entity that is currently debarred from submitting Proposals for contracts issued by any political subdivision or agency of the State of North Dakota or the Federal government.

|                  |                                                        |
|------------------|--------------------------------------------------------|
| Company          | <u>EPIC Companies</u>                                  |
| Address          | <u>745 31st Ave E, Suite 105, West Fargo, ND 58103</u> |
| Contact Person   | <u>Blake Nybakken</u>                                  |
| Telephone Number | <u>701.721.8047</u>                                    |
| Email Address    | <u>Blake@EPICCompaniesND.com</u>                       |

# REQUIRED FORMS



## THE CITY OF MINOT REQUEST FOR PROPOSALS SUBMISSION FORM

|                  |                                                 |
|------------------|-------------------------------------------------|
| Company          | EPIC Companies                                  |
| Address          | 745 31st Ave E, Suite 105, West Fargo, ND 58103 |
| Contact Person   | Blake Nybakken                                  |
| Telephone Number | 701.721.8047                                    |
| Email Address    | Blake@EPICCompaniesND.com                       |

**NOTE: It is the Proposer's responsibility to provide adequate information in their Proposal package to enable the City to ensure that the Proposal meets the required criteria. Items listed in the package shall be in the same order as listed in the specifications. Failure to do so could result in the rejection of the Proposal.**

### EMPLOYEES NOT TO BENEFIT

I (we) hereby certify that if the contract is awarded to our firm, partnership, or corporation, no employee of the City or members of his/her family, including spouse, parents, or children has received or been promised, directly or indirectly, any financial benefit, by way of fee, commission, finder's fee, political contribution, or any similar form of remuneration on account of the act of awarding and/or executing this contract.

### CONFLICTS OF INTEREST

The Proposer [ ] is  is not aware (mark one box) of any information bearing on the existence of any potential organizational conflict of interest.

### COLLUSION

I certify that this offer is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting an offer for the same services, materials, supplies, or equipment and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of State and Federal laws and can result in fines, prison sentences, and civil damage awards. I hereby certify that the responses to the above representations, certifications, and other statements are accurate and complete. I agree to abide by all conditions of the proposal and certify that I am authorized to sign for my company.

|                |                             |
|----------------|-----------------------------|
| Date           | 10/27/2023                  |
| Name (Printed) | Todd Berning                |
| Title          | President of EPIC Companies |
| Signature      |                             |

# RESUMES

EC



## RYAN ACKERMAN, PE

PRINCIPLE-IN-CHARGE, PROJECT MANAGER

PRESIDENT/CEO, SENIOR WATER RESOURCES ENGINEER

Ackerman leads the project team with over 20 years of experience and a wealth of knowledge in design and construction engineering. He also has particular unique expertise in downtown redevelopment and placemaking. From a technical standpoint, Ackerman's knowledge of flood control in the Minot area is unmatched. He is well-versed in the requirements of the ND Department of Water Resources, the Federal Emergency Management Agency, the US Army Corps of Engineers, and the US Department of Housing and Urban Development regarding compatibility of improvements with the Mouse River Enhanced Flood Protection Project and deed restrictions placed on lands that may be affected by this project.

### CERTIFICATIONS

Professional Engineer: ND

### EDUCATION

Bachelor of Science Civil Engineering, 2003  
North Dakota State University Fargo, ND

### PROJECT HIGHLIGHT

#### Citizen's Alley Projects, Minot, ND

As a member of Aksal Group, Ryan Ackerman led the design and development efforts for several privately-funded placemaking initiatives in downtown Minot. For placemaking, Ackerman's effort have been primarily directed towards the block located southeast of the intersection of Central Avenue and 1st Street East. Ackerman helped develop the design Citizens Alley, a public gathering space, which will be begin construction in 2023. Previously, he designed and built the City of Minot's first parklet. In 2022, he voluntarily created a pocket park along Central Avenue between two buildings owned by Aksal Group.

#### Mouse River Enhanced Flood Protection Project, Four Counties of North Central ND

Ackerman is the Program Manager for the Souris River Joint Water Resources Board for the Mouse River Enhanced Flood Protection Project, an estimated \$1 Billion capital improvements program intended to reduce the flood risk for residents of the Mouse River Valley throughout North Dakota. Work includes managing Requests for Qualifications for technical services; managing the preparation of an Environmental Impact Statement for the Project; managing the design and permitting of specific phases of the project; coordinating with state and local agencies regarding acquisitions; testifying at state and federal legislative committees regarding the project; managing program budgets; and providing community outreach to inform residents and stakeholders regarding the progress of the project.

#### Souris River Joint Water Resources Board

Ackerman is the administrator for the Souris River Joint Board conducting long and short-term planning and budgeting, coordination amongst many project stakeholders, public outreach, the pursuit and securing of project funding, legislative testimony and serving as the project spokesperson.

### PROFESSIONAL AFFILIATIONS

- American Society of Civil Engineers
- North Dakota Society of Professional Engineers
- Greater ND Chamber of Commerce Board of Directors
- American Water Works Association
- Association of State Dam Safety Officials
- Minot Area Chamber EDC Board of Directors

# RESUMES



## RYAN ANDERSON, AIA

### PRINCIPAL-IN-CHARGE, VP SENIOR ARCHITECT

Ryan Anderson brings over 20 years of experience to the design team, including project management, building code studies, cost estimating, project development, construction drawings and specifications, and construction administration. With experience in over 100 projects ranging from small interior remodel projects to large additions and renovations, he is well versed in the construction industry with hands-on knowledge in constructing buildings. Client satisfaction is key for Ryan and he goes out of his way to be available to clients and serve their needs with integrity and professionalism. He was named the Professional Partner of the Year in 2019 for his efforts with Souris Valley Animal Shelter.

#### EDUCATION

Bachelor of Science Environmental Design, 2003

Bachelor of Architecture Architecture, 2003

North Dakota State University Fargo, ND

#### PROFESSIONAL AFFILIATIONS

American Institute of Architects

Registered Architect: ND, MN, MT, SD, ID, UT, WY

#### PROJECT HIGHLIGHT

##### Minot State University - Hartnett Hall Remodel - Minot, ND

The architects and designers behind the renovation have skillfully incorporated new interior materials to seamlessly blend with the building's original structure, creating a harmonious fusion of old and new. Within its walls, the communications, art, and English departments have found their new home, fostering a sense of identity and community among students and faculty. The building now stands as a vibrant hub of creativity and intellectual discourse, where the interplay of architecture and education inspires a new generation of thinkers and artists.

##### M by EPIC - Minot M Building Renovation - Minot, ND

The M Building, formerly known as the Midwest Federal or Big M Building, is an 8-story, 60,000 sq ft building in the heart of downtown Minot which has been unused for over 20 years. A \$14 million renovation to turn this facility into a mixed use commercial and multi-family apartments and condos will start construction Summer 2022. 31 Apartments and 8 condos will comprise the 3-8th floors, with additional features of an exercise room, community room, multiple lease spaces, and underground parking.

##### Sheridan at the Tracks - Minot, ND

The Sheridan at the Tracks is a 115,000 sf 6 story mixed use building and is part of The Tracks development by EPIC in southwest Minot, ND. The Tracks plays off a railroad and oil industry theme, which is well-known to the origins of Minot and some of its largest industry. This history has helped inform the design of Sheridan, which incorporates warm colors, rustic touches, and western themes through modern finishes that will suit tenant's needs.

#### PROJECT EXPERIENCE

- MSU Hartnett Hall Renovation & Addition - Minot, ND
- Minot North High School - Minot, ND
- 1st and Central Downtown Minot Historic Building Renovations - Minot, ND
- New Town Pool & Splash Pad - New Town, ND
- Parshall Pool & Splash Pad - Parshall - ND
- Magic City Discovery Center - Minot, ND
- RPZ Amur Leopard Exhibit - Minot, ND
- Zoo Montana Snow Leopard Exhibit - Billings, MT
- MHA Waterpark - Minot, ND

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EC



**PAUL SCHNETTLER**  
CHIEF OPERATING OFFICER



1989 – 2001 Imperial Parking, US  
2001 – 2010 President/Principal - Premier Parking  
2010 – Present Chief Operating Officer – Interstate Parking

Paul Schnettler began his parking career in 1989 as a garage manager and ascended through several leadership positions with a national firm before starting his own company, Premier Parking in 2001. Under Paul's leadership and commitment to delivering quality over quantity, Paul grew Premier Parking to one of the largest operations in the Twin Cities marketplace. Paul is experienced in all types of parking operations including large scale event parking, municipal on-street and off-street, airport, residential, hospitality, healthcare and central business district multi-level parking structures. Paul is considered an industry expert in the areas of parking technology and operations.

Paul directly oversees the municipal markets of Fargo, Grand Forks, and Duluth, MN.

In 2010, Paul became a partner at Interstate Parking through the merger of Premier Parking and Interstate Parking and is a founder of Interstate Development Partners. Paul serves as Executive Vice President, and Chief Operating Officer, and Partner for both companies.

Paul is a Board Member of the St. Paul Downtown Improvement District, the former President of the Minnesota Association of Parking Professionals; is a member of the Minneapolis Downtown Council; several BOMAs; St. Paul and MN Chambers of Commerce; National Parking Association; and several others.

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## **KEENEN BERNING, CPA, SENIOR AUDIT ASSOCIATE**

Keenen has been with Eide Bailly since 2019 where he has climbed his way up the ladder from intern to Senior Audit Associate. He has three years audit experience with the Manufacturing, Commercial, Construction & Buildings and ERISA industries. Keenen has his Master of Accountancy (2020) and Bachelor's of Science in Accounting (2019) from the University of North Dakota.



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## **ERIN OLSON, CPA, CCIFF, MANAGING DIRECTOR**

Erin has over 18 years of experience in public accounting and is the Tax Practice Leader in the CBIZ MHM Minneapolis office. She is responsible for various tax compliance, tax planning, tax attributes, consolidated returns, and research matters for both individuals and corporate entities. Her duties also include review of federal and state corporate tax returns with multi-state issues as well as year-end tax planning. She has worked with clients in a variety of industries including manufacturing, construction & real estate, professional services and healthcare. She graduated from Iowa State University with a Bachelor of Science in Accounting.



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## **LANDEN BERNING, CPA, TAX MANAGER**

As a Certified Public Accountant at CBIZ MHM, LLC (NYSE: \$CBZ) in downtown Minneapolis, he leads a variety of tax engagements at a top 10 national public accounting firm. His emphasis is on income tax consulting and compliance for closely held businesses and their owners, high net worth individuals, and real estate investors/entities. Landen is a true trusted advisor helping clients implement effective tax strategies in assist his clients in the achievement of both their short- and long-term goals. He graduated with a Bachelor's of Science in Accounting from the University of North Dakota in 2018.



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Proposal Submission:  
10/27/2023



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