

# TRI-SQUARE CONSTRUCTION COMPANY

## APPLICATION FOR NON-RESIDENTIAL BUSINESS DEVELOPMENT

### SPECIAL DISTRICT IMPACT FEE OFFSET INCENTIVE PROGRAM

5/27/21

## OVERVIEW

### 1. Company Background & Description

*Tri-Square Construction is a general and electrical construction company specializing in the construction and maintenance of wireless communication sites in Northern California and Nevada. The company was founded in March 2003 by industry specialists Jeff and Shannon Baggaley and has an additional 50 employees. Since its inception, Tri-Square has provided exceptional local expertise in the field, along with unequalled customer service to back it. Tri-Square provides developers, building owners, and wireless carriers with a specialized skillset – building custom sites with prompt estimating and engineering services, utilizing a design-build method.*

### 2. Local Expertise

*Tri-Square has always been a local company. Having completed over 300 sites in El Dorado County alone, owners Jeff and Shannon Baggaley take pride in providing local work to members of the community. Utilizing relationship-based selling, Tri-Square helps keep revenue in El Dorado County and provides competitive wages and 401k plus profit sharing programs to employees that want to live here. Tri-Square has grown and expanded its operation over the past 5 years. The company currently leases a warehouse and office space in the El Dorado Hills Business Park. After years of planning to occupy a new building, the opportunity to build a new facility in the EDH Business Park has finally become a reality.*

### 3. Project Scope

*Tri-Square recognizes the need in the local construction industry for an increase of highly skilled professional tradesmen and women. The company aims to address this need by providing a training facility in the new building. The work that tower technicians perform can all be taught on-the-job under supervision and requires no college degree. Tri-Square offers and pays for extensive safety training. One unique certification tower climbers can be trained and tested for is the National Wireless Safety Alliance TTT1 and TTT2. Tower technicians who hold these elite certifications gain a competitive edge against their peers. In fact, the top wireless carriers like Verizon, T-Mobile, and AT&T have begun to require this certification from construction crew members who perform work on their sites. Tri-Square is uniquely positioned to provide this training to local construction professionals – the next closest competitor to offer this certification is located in San Diego. The completion of the new building will afford Tri-Square the space to exponentially grow the volume of applicants and revenue coming from these certifications.*

### The new facility will grant Tri-Square the following:

- Ability to train both internal and external applicants on the TTT1 & TTT2, an elite tower technician certification.
- Ability to attract top local talent who are looking to level up their professional skills.
- Career opportunities for men and women who choose to pursue a trade rather than higher education.
- Ability to continue growing established business to meet rapidly changing infrastructure needs including 5G and beyond.

1261 Hawks Flight Court, Suite H • El Dorado Hills, CA 95762 • Phone: (916) 933-3530 • FAX (916) 933-3509 • CA LIC# 816574, NV LIC# 69225, 69263

## 4. Future Growth Goals

*Tri-Square would like to partner with local high schools and ROP programs to attract high school students interested in pursuing a trade opportunity. This partnership would result in a positive impact to the local economy, keeping talent in the area as well as creating jobs that can turn into long term careers. Several employees have been with Tri-Square for over 10 years, and a handful have been with the company for over 15+. This is a great place to work, with a lot of room to grow. Tri-Square is excited at the opportunity to keep operations in the same business park, in the same community, and offering the same services to our current clients.*

## 5. Customer Profile & Target Market

*The following is a list of customers Tri-Square currently works for. The primary projects are private commercial work, wireless communication sites, antenna modifications, new construction, power upgrades, generator installs, tenant improvements, and repairs & maintenance.*

*AT&T Wireless  
Verizon Wireless  
T-Mobile / Sprint Wireless  
Bechtel Corporation  
SBA Towers  
American Tower Corporation  
Epic Wireless  
Qualtek Wireless  
Crown Castle  
Tek Systems  
Ericsson  
Vertical Bridge*

## 6. Regulations & Licensing

*The following permits, licenses, and certifications have been obtained by Tri-Square Construction Company, Inc:*

*El Dorado County Business License  
CA Contractor's License, Classification B, C10, HIC  
NV State Contractor's License, Classification B-2, C-2  
Member National Association of Tower Erectors  
Member National Wireless Safety Alliance  
Member Avetta PICS*

## 7. Expected Accomplishments

*Tri-Square expects to increase revenue and production in the newly constructed facility. The additional space will allow the company to increase revenue opportunities through expanded training, new divisions, and material accessibility. As well as warehouse space to store additional customer-owned equipment.*

*Tri-Square expects first year in the building total contract revenue of \$10 million, with an expected 10% growth in its second year, as supported by available cash flow. Year three in the new building is expected to continue at a 10% growth rate, putting contract revenue at \$12 million.*

## 8. High-Level Timeline/Schedule

*Tri-Square is hopeful that the building permit #331708 and grading permit #334984 will both be approved in a matter of weeks, allowing construction to start before the end of June 2021. With some time allowed for weather delays, the new facility should be complete before the end of Q1 2022.*

## CONCLUSION

We appreciate the CAO's consideration of our application for a special fee offset. We are excited to bring this facility to life and know that it will continue to benefit the lives of members of our community for years to come.

Name	Title	Date
Jeff Baggaley	President	5/27/21
Shannon Baggaley	CFO	5/27/21
Jennie Daniel	Project Coordinator	5/27/21