



Statement of Qualifications

We partner with you to craft the highest return on your building investments.

- Complete Commercial HVAC & Plumbing
- Design/Build Construction Services
- 24/7/365 Service & Systems Management
- Turnkey Hydronics & Process Piping
- Full Sheetmetal & Plumbing Fabrication Shop



916.381.4611

www.coacair.com

6250 Sky Creek Drive,
Sacramento, CA 95828

CCL# 611351



For over half a century, Cooper Oates has proudly served businesses and commercial properties throughout the Sacramento Valley and Northern California. From our beginnings as an air conditioning installer, to our current capability as a full-service mechanical contractor, we have placed your facility's comfort and your business's profitability front and center. This is the foundation of what we do.

Services Overview

CONSTRUCTION SERVICES

- Complete HVAC & Plumbing Design-Build Capabilities
- New Construction, Tenant Improvement and Renovations
- Complete System Retrofit and Retro-Commissioning
- Hydronics, Mechanical and Process Piping
- Sheet-Metal Fabrication Shop

SERVICE MANAGEMENT

- Comprehensive HVAC & Plumbing Service & Preventative Maintenance
- NATE & Factory Certified Technicians
- 24/7/365 Emergency Service & Repair
- Data Center & Central Plant Servicing

ENGINEERING SERVICES

- Licensed Professional Engineers
- Title-24 Calculations and Consulting
- Building Energy Benchmarking, Audit and Analysis
- Life-Cycle Cost Analysis and Due Diligence
- Computer Aided Design (CAD)
- Building Information Modeling (BIM)

ENERGY & SYSTEMS MANAGEMENT

- Direct Digital Controls (DDC)
- Remote Monitoring and Control Capabilities
- 24/7 Monitoring Service
- Energy Use Benchmarking
- pTABS – Power Tracking and Billing System
- LEED AP and Green Building Accredited



Partial Client List

GENERAL CONTRACTORS / DEVELOPERS

- Alston Construction
- Ascent Builders
- Big D Pacific Builders
- Buzz Oates Construction
- CEI Builders
- Eleven Western Builders
- MarketOne Builders
- Massie & Co.
- Otto Construction
- Renaissance Companies
- Roebbelen
- Sierra View
- Swinerton Construction
- Unger Construction

PROPERTY MANAGERS

- American Hospitality Management
- Buzz Oates Group of Companies
- Brekke Real Estate
- CBRE
- Chavez Management Group
- Colliers International
- Heritage Park Communities
- Jones Lang LaSalle (JLL)
- Massie & Company

OWNER OCCUPIED

- Amazon
- Bank of America
- Divine Savior Church
- Pacific Gas & Electric
- Pacific Coast Building Products
- B Street Theater
- Feather Falls Casino
- Fort Sutter Hotel
- GlassFab Tempering Services
- Verizon
- I-5 Ford

GOVERNMENT AGENCIES

- California Economic Development Department
- California Governor's Office
- Carmichael Recreation & Park District
- Department of Consumer Affairs
- Department of Human Services
- Department of Water Resources
- Mule Creek High-Security State Prison
- NASA
- State Controller's Office
- VA Hospital

INDUSTRIAL

- Amazon Distribution Center
- ConAgra Foods
- Fastenal Manufacturing & Distribution
- Hewlett Packard Manufacturing
- Lundberg Family Farms

HEALTHCARE / MEDICAL OFFICES / LABORATORIES

- Cal Trans Main Laboratory
- Dignity Health Imaging Center
- Parkstone Medical Office Building
- Fresenius Kidney Care
- Telecare Mental Health Rehabilitation Center
- UC Davis Center for Mind & Brain
- UCD Multi-Suite Professional Offices
- University Retirement Center
- VA Hospital, Sacramento

DATA CENTERS

- California Department of Consumer Affairs
- California Department of Fish & Game
- California Department of Motor Vehicles
- California Department of Water Resources
- California Energy Commission
- California Governor's Office
- California Highway Patrol
- Placer County
- Verizon

EDUCATIONAL FACILITIES

- American River College
- Brookfield School
- El Camino High School
- Foothill High School
- Modesto Junior College
- Travis Unified School District
- UC Davis Memorial Union
- Washington Unified School District
- Woodland High School
- Yuba City College



Our History of Integrity and Value

Cooper Oates was founded in 1972 by Farrokh Cooper and Marvin “Buzz” Oates as Buzz Oates Air Conditioning to install and service commercial buildings primarily built by Buzz and his partners. The partnership between Buzz, Farrokh, and Katy grew strong because, as different as their backgrounds were, their approach to business was the same. In a few words, their shared approach for Cooper Oates was:

*Do work you are proud of.
Respect and communicate clearly with clients.
Get the job done right the first time.
Hire employees with integrity.
Don't waste anyone's time or money.*

Growth & Expansion

Over the years we expanded considerably to work with many of the leading commercial General Contractors, Building Owners, Property Managers and Tenants in the Sacramento and San Joaquin Valley regions. On July 1, 2007, to celebrate our 35th year in business and to honor both co-founders, we changed our name to Cooper Oates.

Since then, we've expanded our capabilities to include an in-house plumbing and hydronics department. Now as a full service mechanical provider, we're excited to offer a broader range of solutions to the commercial buildings of the Greater Sacramento Area.

Managing the Full Life-Cycle

Our fundamental philosophy and business model is predicated on working with our customers to control the full life-cycle cost of their mechanical systems through efficient design, effective construction, dependable service and quality craftsmanship delivered by skilled professionals. We expect to live with the quality of our workmanship over the long run, so it is always our goal to ***“do it right, first and fast.”***

Service Area

Cooper Oates serves clients as far north as Redding, CA, east to the Nevada state line, south as far as Fresno, CA, and west to California's wine country. Our primary service area takes in much of the I-5 corridor, encompasses the entire Sacramento Valley, and reaches the Bay Area. We do work beyond this range when requested by customers.



OUR VISION

Ensure value to every customer through quality craftsmanship and lasting solutions delivered by skilled professionals.

OUR MISSION

We are committed to maximizing our clients return on their building investments through efficient design, effective construction, exceptional craftsmanship, and unrivaled professional service.

CONSTRUCTION

As a full-service mechanical contractor, Cooper Oates can handle every aspect of your new construction project. Working from an initial drafting board drawing or a general set of building specifications, our engineering team can create a detailed set of plans that are ready for implementation at the construction site. We use the latest design software to work efficiently with all members of your build team, including architects and general contractors.

Plan & Spec

Besides efficiency and feasibility of construction, the most important quality of any mechanical system is typically the price. As plan and spec experts, Cooper Oates can price any commercial mechanical system based on plans and specifications you provide.

Upon request, we will add our design expertise to help you define and refine the scope of your project and create a realistic estimate of what will be involved. General contractors frequently approach us for “budget” or “final pricing” on such “plan and spec” projects.

Design/Build

Cooper Oates has been providing advanced design/build solutions for government, retail, commercial and industrial properties for 50 years. With a design/build contract, your project is handled seamlessly by one entity- the design/build team- which in turn, fosters collaboration, creativity and innovation by all parties involved. A project that involves the mechanical contractor early on often performs better later on.

We partner with clients who need professional and creative solutions for their building, and our team is ready to join at any point in the life cycle of your property.

Engineering

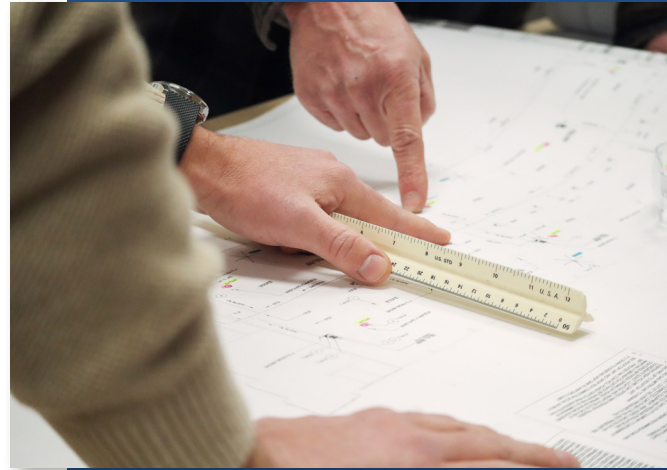
Cooper Oates is committed to ensuring your HVAC and plumbing systems reach the highest level of excellence. Our licensed engineers will design a system that works within your budget and is the most energy-efficient, without sacrificing user comfort of air quality.

We provide professional life-cycle cost analysis, 3D building modeling, complete integrated designs, Title-24 and EnergyPro calculations and regulatory compliance, LEED calculations as needed and full-service consulting for property managers, building owners and general contractors. Cooper Oates creates the system your property needs.

Hydronics- Mechanical & Process Piping

The key to a well-designed, high-performance hydronic HVAC system is proper planning and seamless integration throughout your building's construction. Our process utilizes an optimal blend of collaborative planning, innovative engineering and time-tested technical expertise to design, build, and service high-quality water-based cooling and heating systems.

No matter the size or scope of your building, let us work with you to construct a hydronic HVAC system that's durable and seamlessly integrated into your property.



HVAC & PLUMBING SERVICE

Cooper Oates provides **24/7/365 service and preventative maintenance agreements** for your HVAC and plumbing systems tailored specifically to your building. We offer maintenance programs that range from basic annual maintenance to more advanced planned measures.

You might be surprised by how much a well serviced system saves in energy costs. Our NATE and factory-authorized technicians can keep your HVAC and plumbing equipment in play for longer by providing creative and results-focused solutions.

HVAC Services

- Equipment Evaluations
- Diagnostics and Repair
- Equipment Retrofits
- Building Pressure Solutions
- Building Automation
- Comfort Applications
- Process Applications
- Commercial Refrigeration

Plumbing Services

- Plumbing Inspection
- Drain and Sewer Cleaning
- Back Flow Testing and Certification
- Hydro-Jetting Service
- Water Heater Install and Repair
- Ejector/Sump Pump Install and Repair
- Domestic Water Booster Stations
- Gas Piping Install and Repair
- Fixture Install and Repair



SPECIAL PROJECTS

As our relationship with a customer grows and as their trust in our service deepens, it often happens that we are asked to take on what is known in the mechanical contracting world as a "Special Project." These projects typically run on a fast schedule, need some creative problem solving, or are in a sensitive working environment, typically occupied spaces. They range in nature from equipment replacements to control upgrades to small tenant improvements or building upgrades.

Special Projects often have unique criteria and require ingenuity and construction excellence, and Cooper Oates is particularly suited to this kind of work.

Retrofits, Tenant Improvements & Retro-Commissioning

With Cooper Oates, a retrofit solution for older buildings is rarely just "buy a whole new system." We work to prolong what equipment you already have through expert repair and maintenance or, if needed, decide on the best path to a new system upgrade through careful cost-benefit analysis. We find creative solutions and the best-fit in the latest technologies to help you reduce costs.

In one client's retrofit, utility expenses went down \$20,000 a year and the building went from an EnergyStar Benchmark of 44 to 81, certifying it as an EnergyStar building. We would like to partner with you to make your property both profitable and sustainable.



FABRICATION

As Cooper Oates grew and took on more retrofits and special projects, we realized how beneficial it was to our customers to create our own fabrication department. Within our 15,000 sq foot shop, our expert craftsmen generate precision work for your mechanical systems on time and on budget. Our in-house capabilities mean your project is protected from subcontractor mistakes and delays.

Sheetmetal Fabrication

Cooper Oates provides custom sheet metal fabrication for heating, ventilation, and air conditioning systems. Our shop regularly fabricates all gauges of sheet metal, per SMACNA standards, for medium/low pressure, lined, stainless steel, and welded ductwork.

Pipe Fabrication

As the HVAC and plumbing projects Cooper Oates has undertaken have become larger and more complex, we have focused on building a full-service pipe and steel fabrication shop to meet the demands of our industrial clients while ensuring accurate and timely field installations. During this period, we have not only built a solid and experienced team of pipefitters and welders, but we have also procured the first-class tools required to manage the type of projects that Cooper Oates specializes in.

Customized Skids

We create customized skids in-shop, indoors which ensures that every part of your piping assembly is properly installed and safety-tested before it is shipped to your job site. This translates into higher quality standards than in-field fabrication. When our team of licensed plumbers customize your project's piping assemblies, solutions become seamless.



Vital Statistics & Corporate Certifications

LICENSES

Issuing Authority	Class	Type	License #	Expiration
CSLB	C-10	Electrical	611351	1/31/2027
CSLB	C-20	Warm-Air Heating, Ventilation & Air Conditioning	611351	1/31/2027
CSLB	C-36	Plumbing	611351	1/31/2027
CSLB	C-38	Refrigeration	611351	1/31/2027
CSLB	C-43	Sheet Metal	611351	1/31/2027

SCOPE OF WORK

Division 7 – Architectural Sheet Metal

Division 15 – Mechanical/Plumbing (or Division 22 and depending on the specification standard used)

SAFETY

(WCIRB report)	2025	2024	2023	2022	2021
WCIRB Ex-Mod Rate	1.13	1.34	.93	.90	.78
Serious OSHA Violations	0	0	0	0	0
General OSHA Violations	0	0	0	0	0

Written Drug Test Program

Written Safety Program

BONDING

<u>Bonding Company</u>	<u>Federated</u>
Single Project Limit	\$8 Million
Aggregate Limit	\$14 Million

GENERAL LIABILITY & AUTO INSURANCE

<u>Carrier</u>	<u>National Union Fire Insurance Co. A.M Best A(xv)</u>
Single Occurrence	\$2,000,000
Aggregate	\$2,000,000
Excess	\$5,000,000

BUSINESS CERTIFICATIONS

Certification Type	Certifying Agency	Certification #	Expiration
Small Business	DGS	23403	6/30/2027
Minority Business	Supplier Clearinghouse	1KN00006	9/7/2025

Portfolio of Projects

Retail Spaces - Between 3,000 & 100,000 sqft.

Big Box Stores: Fully conditioned retail space with multiple large package units, evaporative coolers and associated duct work for national retail customers including Ross, Home Depot, Michaels, Marshall's, Old Navy, Pet Smart, ACE Hardware.

Strip Malls & Retail: Build-out for individual tenants or entire strip malls including design, engineering, installation of package and split system units, evaporative coolers, associated duct work and controls for retail customers including Disney, La-Z-Boy, Williams Sonoma, Zara.

Data Centers and High Security Federal & State Spaces - Various Sizes

NASA Ames Research Center: Design, structural engineering, 3D BIM Modeling, upsizing of the associated piping (doubling the capacity of the system), regulatory compliance and stringent "No Down Time" with full redundancy parameters for the new 300 ton cooling tower serving the Central Computer and Institute for Advanced Computation facilities.

Dept of Water Resources/IRS/NOAA Data Center: Multi-faceted, multi-tenant project included complete design, engineering, structural steel, hydronics, and electronics for the replacement of a 20,000 lb. roof-mounted water cooling tower and installation of a high-capacity condensing fan unit. Upon completion of the newly installed cooling capacity, new Liebert computer room air conditioning (CRAC) units were installed down through a custom-cut roof hole, and lowered directly onto the data floor. The space was resealed and the units commissioned. Work performed with no interruption to continuing operations.

Mule Creek High-Security State Prison: Design, structural engineering, regulatory compliance and controls integration of roof-top boxcar units. All work accomplished under the strict personnel and tools control parameters.

Rancho Cordova Police Headquarters: New construction project with VAV system, full building DDC controls, dedicated server room and holding cells. LEED Silver certification.

Commercial Office Spaces - Between 7,000 and 110,000 sqft

Water Source Systems: Construction of a new office spaces for PG&E, Granite Construction, UC Davis Center for Mind & Brain, State Welfare System, Accenture, Insweb, Walgreens, Five Star Bank, and Ryland Homes HQ. Complete water source heat pump systems were installed with new core mechanical equipment.

VRF Systems: Installation of variable refrigerant flow (VRF) systems (by Mitsubishi, Daikin and LG), building controls and associated duct work in buildings up to 110,000 sq ft. Several buildings certified LEED Gold.

Distribution Centers - Between 50,000 and 1,800,000+ sqft

Amazon Distribution Center: Plan/Spec new construction: Installed 214 HVAC units, all ducting and controls for the 1.8 million square feet of conditioned space.

Office/Warehouse: Design/build numerous single and multi-tenant occupied warehouse/office spaces for customers including FedEx, Raley's, Pepsi, etc.

Mega-Warehouse: Conditioning of large distribution centers (200,000+ sq ft) including completely air conditioned facilities, large CO2 exhaust systems, walk-in refrigeration boxes, and heat recovery systems. Detailed energy calculations and life-cycle costs presented to owners for system selection based on initial and life-cycle operating costs. Projects include ProLogis, Sears, JC Penney, Fastenal, Quaker Oats, etc.

Specialty Projects - Between 10,000 and 80,000 sqft

Commercial Bottling Facility: Remodel and upgrade of the existing 7-Up bottling area ventilation system.

Commercial Kitchen: Remodel of the existing office space for Le Cordon Bleu. A total of 29 commercial kitchen hoods and exhaust ventilation systems were installed, sealed and tested throughout the facility.

Large Crash Fire Station: DoD Spec Fire House for Travis Air Force Base Large Crash Fire Station. Design/build special purpose fire house including vehicle storage, fitness center and living quarters. Designed for LEED Silver certification.

Optical Manufacturing Facility: Complete upgrade of VSP optical manufacturing ventilation systems.

Auto Dealerships: Ground up and remodels of various dealerships in Sacramento and East Bay including CarMax, Ford, Mercedes, Saturn/GM.

Educational Facility Remodels - Various Sizes

Woodland High School, Foothill High School, El Camino High School: Extensive remodel and retrofit of high school facilities including libraries, cafeterias, theatre spaces, classrooms and gymnasiums.

Modesto Junior College: Installation of central plant system to serve campus-wide buildings including chillers, pumps, exhaust systems and complete controls.

Hospitals, Medical Offices, and Labs - Between 30,000 and 140,000 sqft

Dept. of Veterans Affairs Medical Center: Multi-year major seismic retrofit and remodel of a multi-story medical center including pharmacy, pathology labs, examination rooms and patient suites.

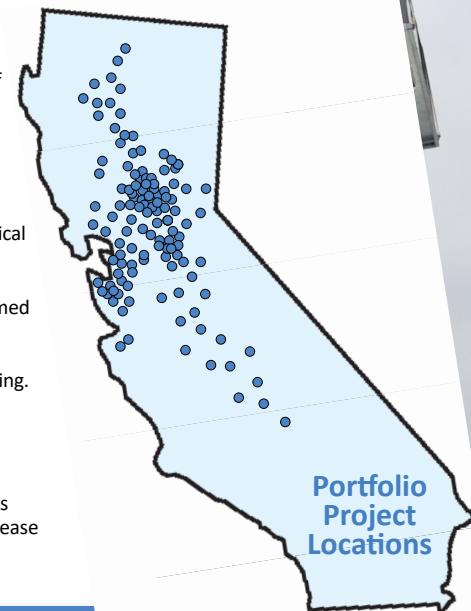
Telecare Mental Health Rehabilitation Center: Construction of a purpose built HVAC system to support in-patient 15-bed sub acute secure, psychiatric special care facilities, medical and administrative offices. Project was performed under tight time line and regulatory compliance review.

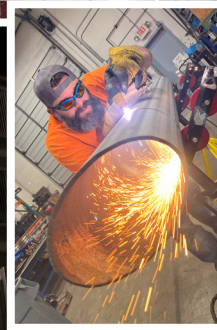
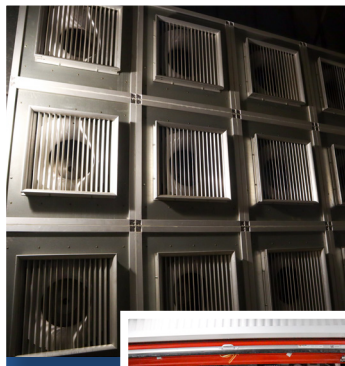
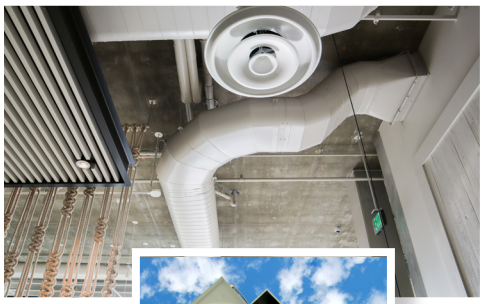
CalTrans Main Lab Remodel: Removal and replacement of 2 large chillers, 11 large air handlers, multiple exhaust systems and all hydronic systems and duct work. Installed new DDC control system and performed extensive commissioning.

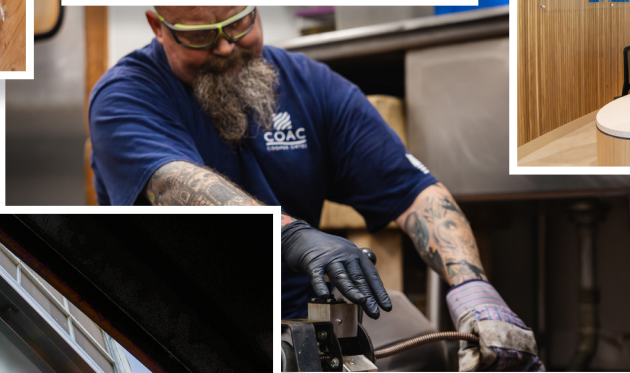
Hotels and Mixed-Use Projects - 1 to 6 story buildings, between 100,000 and 400,00 sq. ft.

Modular Manufactured Multi-Family/Mixed Use: 6 story, 404 unit apartment building in Oakland with 292 underground parking spaced. VRF mechanical system for all apartments and common areas.

Hotels: Townplace Suites, Home2Suites, Holiday Inn, Hampton Inn, Hilton Signature. Various mechanical systems types including multi-head mini-splits, standard split units, VRF systems, dedicated outside air systems, and full-kitchens with grease ducts and make-up air systems.









Our Core Values



Pride in Workmanship

Deliver value through outstanding craftsmanship and service.



Exceed Expectations

Our customers' satisfaction is our success.



Resourceful and Creative

Always looking for ways to add value and to get the job done successfully.



LoyalTeam

Put team before individual.

