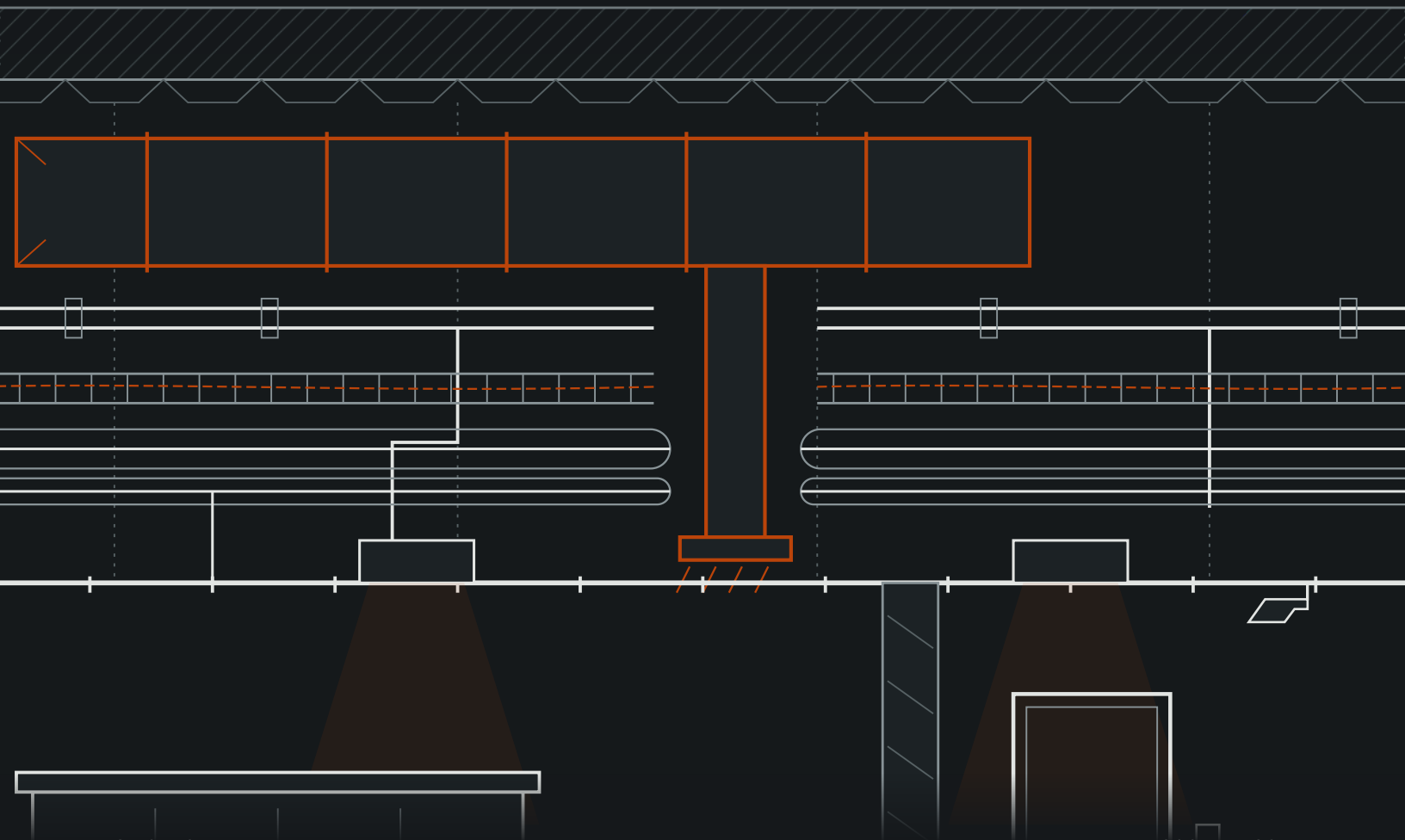


DESIGN-BUILD GENERAL CONTRACTOR · EDMONTON, ALBERTA

We build with our own crews.

Our own electrical, mechanical and interior trades build most of every project. New construction and renovations up to \$10 million, across Western Canada.



One company, from the first idea to the day you move in.

HSM Construction Management is a design-build general contractor and construction manager based in Edmonton, Alberta. We build new construction and renovations or tenant improvements up to \$10,000,000, from offices and retail stores to hotels, schools and children's facilities.

Most general contractors hire subcontractors for nearly every trade. HSM self-performs most of the work. Our own electrical team, led by a Master Electrician, and our own mechanical team for HVAC and plumbing sit at the centre of this.

We often get involved before the lease is signed. We help with site selection and lease negotiation with construction cost in view, then design and engineer the space, build it, and support it once you operate it.

INSIDE

■ The self-perform advantage	03
■ Electrical, by our own electricians	05
■ Mechanical, HVAC and plumbing	06
■ Every other crew on our payroll	07
■ How we build, in twelve steps	08
■ Services	09
■ What we build	10
■ Projects	11
■ Safety, people and places	13

70+

projects completed

\$10M

new builds and renovations,
up to \$10,000,000

8

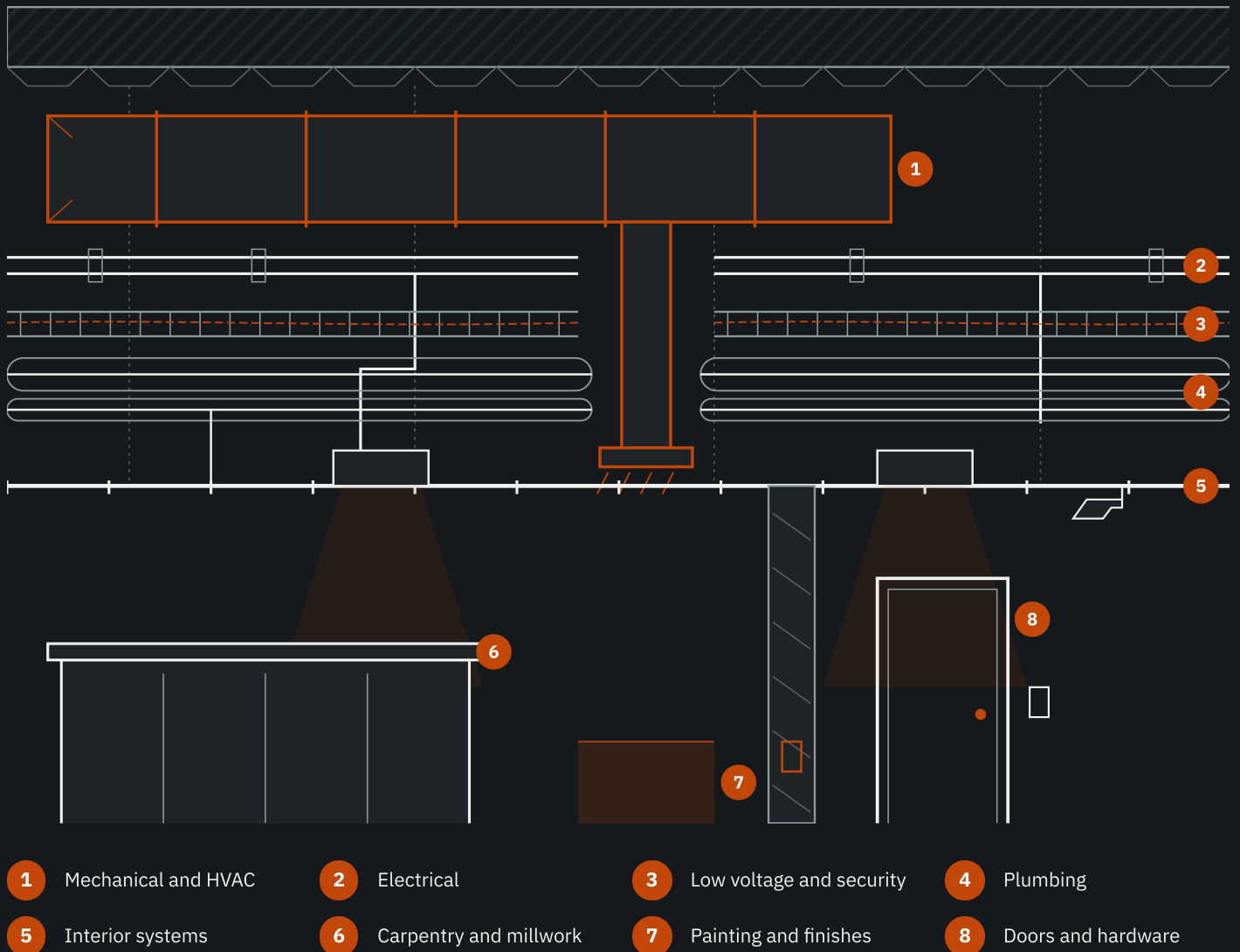
self-performed trades on
our own payroll

24/7

phones and email
answered, 365 days a year

Most contractors hire out nearly every trade. We do the opposite.

Self-performing means our own employees do the work. Look above the ceiling of any commercial space and you will find the systems that decide whether a project opens on time. At HSM, all of them are ours.



We still bring in specialists when a project needs them, and we manage them on our single schedule. But the core of the work is ours.

Fewer subcontractors. One schedule. One team to call.

Electrical and mechanical systems are often the most complex, costly and schedule-sensitive parts of a building. They have to fit in tight spaces above ceilings, inside walls and through structure. When one company controls them, conflicts are resolved on paper before they cost money on site.

	TYPICAL GENERAL CONTRACTOR	HSM CONSTRUCTION MANAGEMENT
Schedule	Many schedules, one per subcontractor, each with other jobs to serve	One schedule we control directly
Accountability	Problems fall between firms and scopes	One accountable team, no finger-pointing
Quality	Each firm checks its own work, if at all	We inspect our own work against one standard
Cost	Markups stack, and gaps between scopes become change orders	Fewer markups and fewer gaps between scopes
Response	Wait for the right trade to come back to site	Our crews are already on site
After handover	A list of vendors to call	The same trades that built it, one number, 24/7/365

"One team owns the schedule, the quality and the call-back."

For owners with several locations or repeat projects, self-performing also builds familiarity. Our crews learn your standards, your preferred materials and your building rules, and the next project goes more smoothly.

Our own electricians, not a subcontract.

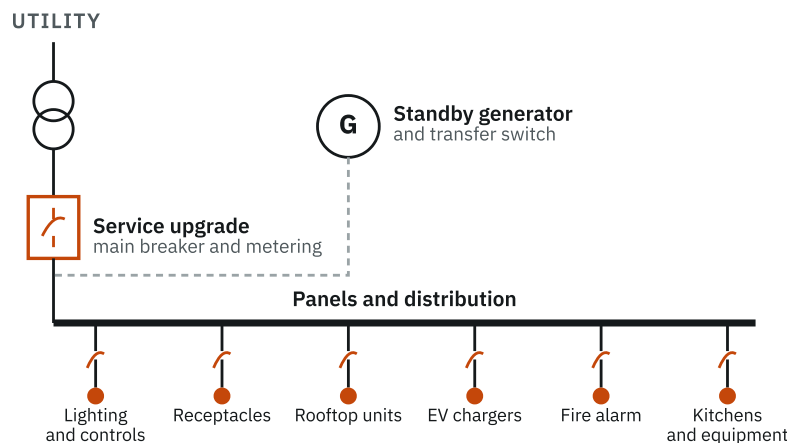
Most general contractors hire out electrical work. We do it ourselves. Adam Williams, our Electrical Manager and a Master Electrician, leads a crew that works only on HSM projects, so the people planning your power are the same people installing it.

Electrical touches almost every other trade. It follows framing, comes before drywall, and finishes after ceilings and millwork. When one team owns the sequence, there are fewer gaps and fewer waiting days.

Our in-house engineering team, directed by Dr. Magdy Istafanous, sizes loads and reviews drawings before the crew mobilizes. Electrical coordinates daily with our mechanical crew, since rooftop units, controls and kitchen equipment all depend on correct power.

FROM THE UTILITY TO THE WALL

- Service upgrades, panels and distribution
- Lighting design and installation, including specialty fixtures
- LED retrofits and lighting controls
- Emergency and exit lighting
- Power for equipment, kitchens, server rooms and process loads
- EV charger wiring and generator connections
- Fire alarm systems
- Ongoing electrical maintenance



One crew, one sequence: from service upgrade to the last device, permitted and inspected under Alberta's Safety Codes system.

PLAN EARLY

Spare capacity is cheaper to build in at the start than to add later, and utility lead times can be long. We raise them during site selection and design, not after construction starts.

One mechanical crew, from design to start-up.

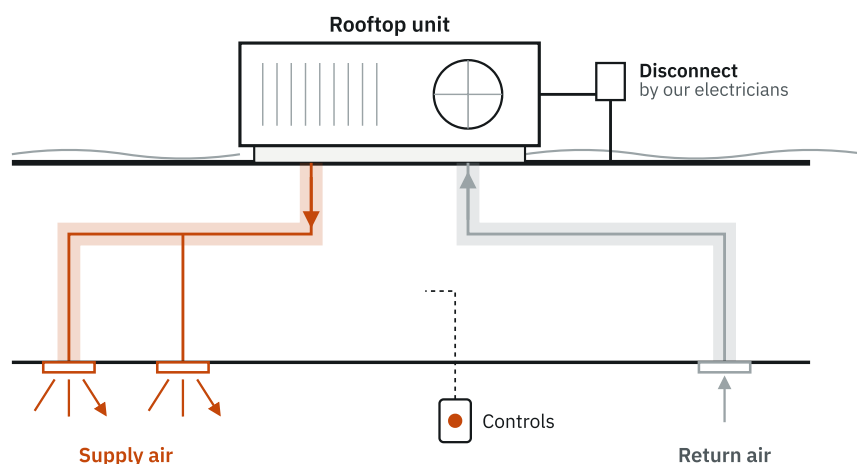
Mechanical work is often the largest single subcontract on a commercial job, and it is where schedules and budgets slip. At HSM our own crew does it, alongside our own electricians. The unit that arrives on the roof has power waiting for it, and the controls are wired by people who have already talked to the installers.

HVAC AND VENTILATION

- HVAC installation and rooftop units
- Ductwork, ventilation and exhaust
- Heating systems and air conditioning
- Building automation and controls
- Kitchen exhaust hoods
- Energy-efficient retrofits and maintenance

PLUMBING

- Washroom construction and fixtures
- Domestic water and hot water systems
- Drainage and venting
- Grease interceptors for food service
- Backflow prevention
- Medical gas where a project requires it



Ducts, pipes, conduit, lights and sprinklers compete for the same ceiling space. We coordinate all of it in one place, then test, balance and commission before you move in.

BUILT FOR ALBERTA

Severe winter design temperatures, hot summers and year-round fresh air rules. Equipment is selected for snow loads, freeze protection and winter start-ups.

BUILT IN WINTER

Rooftop crane lifts, start-up and balancing are planned around the weather, so cold months do not stop the job.

Eight in-house crews cover most of the work inside a commercial building.

Electrical and mechanical lead the way. Around them, our own finishing and systems trades close the walls, build the ceilings and hang the doors, so handoffs happen in a daily conversation, not a change order.

Low voltage and security

Led by Adam Mason, our Low Voltage Systems Manager.

- Security cameras and access control
- Intrusion alarms and intercoms
- Structured cabling and Wi-Fi
- Audio-visual and sound masking
- Digital signage

Interior systems

Led by Brian Wright, with two decades in framing, drywall and ceilings.

- Steel stud framing and bulkheads
- Drywall, taping and finishing
- Acoustic and specialty ceilings
- Demountable walls and panels
- Soundproofing and fire-rated assemblies

Carpentry and millwork

Carpenters on staff, planned with a journeyman carpenter on our PM team.

- Custom millwork and casework
- Reception desks and counters
- Cabinetry, shelving and countertops
- Feature walls and wood trim
- Retail fixtures and finish carpentry

Painting and finishes

Finishes that depend on the work before them, so we control it all.

- Interior and exterior painting
- Epoxy and polished concrete
- Wallcoverings, flooring and tile
- Line painting and markings
- Touch-up and repaint

Doors and hardware

One crew from frame to final adjustment, wired by our own trades.

- Commercial doors, frames and hardware
- Automatic operators and barrier-free
- Storefronts and glass partitions
- Fire doors and overhead doors
- Locksets, keying and maintenance

Why it works

A reception desk needs power, data and sometimes a security button. A door needs a card reader. When our electricians, low voltage team and carpenters work for the same company, services are roughed in at the right height and the finished piece has the openings it needs.

Twelve steps, one team, starting before you sign a lease.

Design-build means one team is responsible for both design and construction. You sign one contract and deal with one accountable company, and construction knowledge shapes the design from the start.

PLAN

01 Site and lease We start before the lease is signed, when choices have the largest effect on cost.	02 Feasibility study Your idea tested against the real site, the code and the budget.	03 Concept design Your needs become a space you can see, with cost kept in view.	04 Engineering In-house engineering turns the concept into drawings that can be permitted and built.
--	---	--	--

DESIGN AND PREPARE

05 Budget A detailed, line-by-line price you can approve.	06 Schedule Who does what and when, from permit to handover.	07 Permits We prepare, submit and track every approval so work starts with confidence.	08 Procurement Equipment ordered and long-lead items tracked so work begins with everything in place.
---	--	--	---

BUILD AND OPERATE

09 Construction Led by one team and mostly built by our own crews.	10 Commissioning Proof that what was installed works as designed, before you move in.	11 Handover The space becomes yours, with the paperwork and knowledge to run it.	12 Operate and maintain The same trades that built your space are available to look after it.
--	---	--	---

Pick the delivery model that fits, or let us run the whole thing.

Design-build

One contract and one accountable company, from design through construction.

Construction management

An experienced team beside you, with open books on cost.

Site selection and lease support

The real cost of a space, before you commit to it.

Cost estimating

Numbers built from the experience of the crews who will do the job.

Scheduling

Built around real trade durations, permits and delivery dates.

Tenant improvements

Empty or outdated space made ready for your business.

Interior renovations

Updating how a building works and feels, with our own people.

New construction

From a site to a building ready to operate.

Demolition

Selective and interior demolition, planned, controlled and safe.

Building maintenance

Maintained by the same trades that built it.

General contracting

Responsibility for the whole build, with most work done by our own crews.

Pre-construction

The early decisions that shape cost and schedule, made well.

Design and engineering

What is drawn is what can be built, on budget and on time.

Value engineering

The performance you need, for less money.

Permits and approvals

Prepared, submitted and tracked as part of the schedule.

Turn-key fit-up

A space ready to use, with security, signage, networks and furniture.

Exterior renovations

The first thing customers see, and the first line against weather.

Base building upgrades

Electrical service, central plant and common areas, upgraded with minimal disruption.

Project closeout and warranty

Clear closeout, usable documents and a team that stays reachable.

Emergency and after-hours

Calls and email answered around the clock, with our own trades to respond.

Offices, stores, clinics, schools, restaurants, plants and more.

New construction and renovations up to \$10 million. Whatever the building, our own electrical and mechanical crews do the work that decides whether it opens on time.

01 Office

Headquarters, open offices, boardrooms, lobbies and base building upgrades.

03 Healthcare

Medical, dental, optometry, pharmacy, physio and veterinary clinics.

05 Hospitality

Hotels, restaurants, cafes, bars, banquet halls and event venues.

07 Energy and fuel

Gas stations, EV charging, generators, solar and battery rooms.

09 Recreation and sport

Arenas, fitness centres, pools, rinks and change rooms.

11 Government and civic

Municipal buildings, police and fire, secure facilities.

13 Banking and finance

Bank branches, credit unions and advisory offices.

02 Retail

Mall and street-front stores, flagships, grocery and specialty retail.

04 Education

Schools, daycares, early learning, labs and training centres.

06 Industrial

Warehouses, plants, shops, mezzanines and industrial offices.

08 Transportation

Terminals, kiosks, lounges, depots and maintenance facilities.

10 Multi-family residential

Apartments, condos, seniors housing and amenity spaces.

12 Faith and community

Churches, mosques, temples, halls, shelters and youth centres.

14 Technology and data

Server rooms and tech offices built around power, cooling and data.

40,000 sq ft office renovation.

More than 40,000 square feet of office space, delivered in eight months for \$4,000,000. One of more than 70 projects HSM has completed.

40,000+ **\$4M**

square feet

project value

8

months, start to finish

100+

specialty light fixtures

SPECIALTY FINISHES NEED SKILLED HANDS

The design called for a palette of specialty materials from Arktura, eurOptimum, FilzFelt, CGC and Xorel. Acoustic felt, feature ceiling systems and designer fabrics are not forgiving. Our interior systems team and carpenters worked with them directly, so questions were answered on the floor.

Our painters and door and hardware crews completed the finishes so details lined up across the whole floor plate.

LIGHTING AND BUILDING SYSTEMS

More than 100 specialty fixtures called for careful electrical planning. Our electrical team, led by a Master Electrician, set out circuits, controls and mounting points so each fixture sits where the design intends and works as part of a controlled system.

Our mechanical crew handled HVAC and plumbing for the new layout, and our low voltage group handled alarms, AV, sound masking and surveillance.

One team ran the schedule across electrical, mechanical, interior systems and finishes. Fewer handoffs, tighter quality and cost control, faster decisions.

A selection from more than 70 completed projects.

OFFICE

Apache Office

A controlled schedule, our own crews and a space ready to use.

OFFICE

GE Office

One team, one schedule, our own trades on the tools.

OFFICE

Bayer Lobby

A high-visibility space where finish quality matters.

OFFICE

Tech Company Office

Power, data and cooling alongside a comfortable workspace.

OFFICE

Office Ceilings

Our crews built the ceiling and coordinated everything above it.

RETAIL

High End Electronics Retailer

A showroom full of live equipment, where electrical and low voltage matter.

RETAIL

High End Clothing Retailer

Carpentry, lighting and finishes that look right under the lights.

RETAIL

High End Food Store

Power, water and drainage where most shops never need them.

RETAIL

Athletic Shoe Store

Wall systems, display lighting and traffic-ready finishes.

HEALTHCARE

Chapelle Pharmacy

A welcoming store that is also a secure, controlled workplace.

HEALTHCARE

Optometry Clinic and Glasses Store

A clinic and a store that work as one.

HOSPITALITY

Burger King Mill Woods

Built for speed, heavy equipment and reliability.

HOSPITALITY

Hotel

Repeating parts at scale, judged by the details.

HOSPITALITY

Airport Hotel

Quiet rooms and reliable systems for a hotel that never sleeps.

EDUCATION

School Renovation

Work near children and around a fixed school calendar.

EDUCATION

Colourful Daycare

A lively look with safety, hygiene and durability.

CIVIC

Secure Children's Facility

Security built into the structure and the systems.

ENERGY

Clean Energy Gas Station

New fuels, new equipment and new safety rules.

RECREATION

Arena Lighting Upgrade

Planned and delivered by our own electrical team.

TRANSPORTATION

Airport Kiosks

Shop-built millwork installed in short overnight windows.

Every person on an HSM site should go home safe.

Safety is planned into the work, not added at the end. Gilda Gaber, our Director of Health & Safety, leads our approach, and our CEO, project managers and trade leads share the responsibility.

Safer because we self-perform

When most work is done by our own crews, we know the people on site, how they are trained and how they work. We set one standard for everyone, instead of managing many outside firms with different habits.

That matters most on electrical and mechanical work. Our electrical team follows lockout and safe-work practices for live systems. Our mechanical crew plans hot work, confined spaces and heavy lifts with care.

Occupied buildings and winter

Many of our projects are renovations in buildings that stay open. We separate the work area, protect walkways and plan deliveries to limit risk to staff, tenants and the public. Alberta winter adds ice, short days and cold stress, so we plan for lighting, heated spaces, safe access and regular check-ins.

PRACTICAL SITE HABITS

- Hazard review before work begins
- Daily site checks and housekeeping
- Personal protective equipment for the task
- Safe access, fall protection and lifting plans
- Dust, noise and traffic control in occupied buildings
- Clear reporting of incidents and near misses

Alberta occupational health and safety legislation sets the minimum. We aim to meet it and do better where we reasonably can. A tidy, well-planned site is also easier to build well.

Safety is a management responsibility at HSM, not only a site rule.

Engineers, trade leads and project managers under one roof.

Our team is not split across separate companies. Engineers, managers and crews talk to each other every day, which keeps decisions quick and responsibility clear.

LEADERSHIP

HG **Hazim Gaber**
Chief Executive Officer

MI **Dr. Magdy Istafanous**
Director of Engineering

GG **Ghilda Gaber**
Director of Health & Safety

TRADE LEADS

AW **Adam Williams**
Electrical Manager, Master Electrician

AM **Adam Mason**
Low Voltage Systems Manager

BW **Brian Wright**
Interior Systems Manager

PROJECT MANAGERS

PJ **Poppy Jameson**
Two decades managing construction

RK **Rupinder Kaur**
Two decades managing construction

TA **Trevor Atkinson**
Architecture degree, PM certificate

AF **Andreas Farini**
Journeyman carpenter, certified PM

WHO YOU TALK TO

A project manager is your daily contact. They plan the schedule, coordinate our trades, handle permits and inspections, and keep you informed in plain language.

JOIN THE CREW

We are always interested in electricians, mechanical trades, carpenters, painters, low voltage technicians and project professionals. Write to contact@hsmcm.ca.

And yes, we have an office dog. Shadow keeps morale high and checks every visitor at the door.

Edmonton roots. Building across Western Canada.

From our offices in downtown Edmonton and St. Albert, our own crews travel to the work across Alberta and Western Canada.

We work in Alberta every day, so we know winter construction, the Alberta Safety Codes system and the permit processes of local municipalities. We understand what it takes to keep a project moving when the temperature drops.

Electrical, gas, plumbing and building work is permitted and inspected under the Safety Codes system. We handle the permits and inspections as part of the job, so you are not chasing paperwork.

COMMUNITIES WE SERVE

Edmonton	Leduc	Calgary
St. Albert	Beaumont	Airdrie
Sherwood Park	Devon	Lethbridge
Spruce Grove	Morinville	Medicine Hat
Stony Plain	Wetaskiwin	Lloydminster
Fort Saskatchewan	Camrose	Grande Prairie
	Red Deer	Fort McMurray

And beyond, wherever the project is.

Head office

Suite 3400, 10180 101 St NW
Edmonton, AB T5J 3S4

St. Albert office

175 Carleton Drive
St. Albert, AB T8N 7X9

START A PROJECT

Tell us about the space. We'll tell you what it will really cost to build.

Call early, even before you sign a lease. A short conversation up front often saves weeks later.

PHONE, 24/7/365

1 800 716 8955

WEB

hsmcm.ca

EMAIL

contact@hsmcm.ca

OFFICES

Suite 3400, 10180 101 St NW, Edmonton, AB T5J 3S4
175 Carleton Drive, St. Albert, AB T8N 7X9