

Years of Experience:

30

Education:

- Master of Science, Mechanical Engineering, University of Hawaii
- Bachelor of Science, Mechanical Engineering, Northwestern University
- Bachelor of Science, Nuclear Engineering, Northwestern University

Certifications:

- Project Manager Certification, Parsons
- Construction Quality Management (CQM) Certification, USACE

Licensing:

- Hawaii General Contractor's License ABC-28634

Specialty Classifications:

- C-31 Masonry
- C-37 Plumbing
- C-41 Reinforcing Steel
- C-52 HVAC

Ken H. Loui GOV. MSG. NO. 601

Senior Level Executive

Summary of Relevant Qualifications

Senior level executive with over 30 years of experience in business management, construction project management and engineering, technical research, design, and business development. Proven track record of growing the customer base and company sales from various market sectors including federal, state and city & county clients. Maintains a positive, can-do attitude which is vital to building and strengthening teamwork. Excellent inter-personal relations and communication skills.

Work Experience

Pacific Marine & Supply Inc. Honolulu, Hawaii 2018 - Group Manager – Vice President

Vice President and Group Manager with direct oversight of two operating companies, Pacific Shipyards International, LLC (PSI) and HSI Mechanical (HSIM).

Specific responsibilities include the following:

- Provide strategic leadership and planning
- Responsible for the company's financial goals and profitability (P&L reports)
- Direct oversight and mentoring of two general managers
- Directly responsible for the financial performance PSI and HSIM
- Responsible for the recruitment, selection and training of senior management positions
- Develop and foster positive relationships with industry professionals

GSI Pacific Inc. Honolulu, Hawaii 2013-2018 President

President and Principal Responsible Managing Employee (RME) of GSI Pacific, a SBA certified small business. During Mr. Loui's leadership as president, total revenue increased from \$3M in 2013 to over \$40M in 2018. Significant increase in the total value of the pools of federal Indefinite Delivery / Indefinite Quantity (IDIQ) Multiple Award Construction and Task Order Contracts (MACC / MATOC) from \$200M in 2013 to over \$2.1B in 2018.

Specific responsibilities included the following:

- Provided strategic leadership and planning
- Responsible for the company's financial goals and profitability (P&L reports)
- Managed the day-to-day operations for the 150+ employee company which included a staff of 40 direct reports consisting of area/division

managers, project and quality control (QC) Managers, site safety and health officers (SSHO), estimators, project engineers, and administrative assistants

- Conducted periodic reviews (monthly/weekly) of the financial performance of the many construction and environmental projects
- Prepared and reviewed proposals and bids (annual volume of construction bids totaled over \$300M). Negotiated contracts with customers and subcontractors.
- Responsible for the recruitment, selection and training of staffing for management, engineering and administrative positions
- Ensured quality control standards were enforced (CQM Certification from USACE)
- Developed and fostered positive relationships with industry professionals and project stakeholders

Parsons Corporation, Honolulu, HI **2002-2013**
Principal RME and Senior Project Manager

Principal Responsible Managing Employee (RME) and Senior Project Manager of Parsons Corporation Hawaii office. Responsible for business development and oversight of Parsons' construction operations in Hawaii.

Project Manager. City and County of Honolulu, Island Wide Sewer Rehabilitation IDIQ, Honolulu, HI. Four Year - Indefinite Delivery Indefinite Quantity Construction Project involving the inspection, rehabilitation and repair of over 1,000,000 linear feet of aging sewer lines throughout the City & County of Honolulu. Project value \$15M (2012-2013)

Project Manager. Hawaiian Electric Company, AES and Covanta. Outage and Other Miscellaneous Repairs to Power Plants, Honolulu, HI. Annual contracts from the local power utility companies to provide labor, equipment and material to support their annual plant shutdowns and overhauls. Project Value \$10M (2008-2013)

Project Manager. City and County of Maui, Lahaina No. 3 New Force Main Replacement, Lahaina, HI. Project involved installation of 7,000 linear feet of new 20-inch diameter sewer force main and a new pedestrian trail/walkway which is along the sewer alignment. Project value \$4M (2012-2013)

Project Manager. City and County of Honolulu, Wilhelmina Rise Sewer Rehabilitation, Honolulu, HI. Project involved rehabilitating and repairing approximately 40,000 linear feet of aging sewer lines and replacing another 600 feet of old or defective lines serving a major residential area in Hawaii. Project value \$19M (2009-2011)

Project Manager. Kauai Island Utilities Cooperative FEED Study, Kapaia, Kauai, HI. The Front End Engineering and Design (FEED) Study Report for the Kauai Island Utilities Cooperative (KIUC) provided an analysis and evaluation of an additional 7-10 MW of power production from diesel engine generators at the Kapaia Power Station on the island of Kauai, Hawaii. The methods of analysis included heat rate, output

capacity, emissions, operation & maintenance (O&M) cost, capital and construction cost. (2010)

Project Manager and Engineer. City and County of Honolulu, Sand Island Wastewater Treatment Plant Ultraviolet Disinfection Facility, Effluent Pump Station, Headworks, and Primary Clarifiers, Honolulu, HI. The Sand Island Wastewater Treatment Plant is the largest in the state, with a capacity of 90 million gallons per day serving the cities of Honolulu and Waikiki, along with suburban and outlying areas. The first contract of this project involved constructing a new ultraviolet disinfection facility with four channels of ultraviolet light disinfection units and an effluent pump station with four new 50-million-gallon-per-day effluent pumps, along with ancillary systems and standby generators. Work included installing twin 96-inch-diameter, 300-foot-long concrete pipes preceding the ultraviolet treatment system. The second contract for this project involved installing a new headworks complex and two new clarifiers, each constructed of poured-in-place concrete and housed with the latest process technology. Headworks facility construction included a new influent receiving box, six new screening channels, four new aerated grit chambers for sediment removal, and installation of biofilter trickling filters and catalytic carbon scrubbers for hydrogen sulfide gas reduction. Project Value \$170 Million (2002-2008)

Project Manager. City and County of Honolulu, Hart Street Wastewater Pump Station, Honolulu, HI. Project involved the construction of a new wastewater pump station with an average pumping capacity of approximately 25 million gallons per day. Project Value \$23M (2003-2007)

Unitek Solvent Services, Honolulu, HI ***2000-2002***
Chief Engineer

Responsible for the construction and maintenance of industrial equipment for the processing and recycling of environmental waste (industrial wastewater, used oils and solvents, used tires). Responsible for negotiating and securing agreements with customers for the supply of recycled products.

Design-Build of New Tank Farm Design, Kapolei, Oahu, HI. Project involved designing two new oil and industrial wastewater tank farms and appurtenances at Campbell Industrial Park on Oahu. Work included designing and installing storage tanks, piping, valving, pumping and mixing equipment, and specialized filtration and separation equipment. Maintenance and upgrade services were provided for existing facility assets, including solvent distillation equipment, tire shredding equipment, oil/water vacuum drum separators, and the plant's off-road equipment. (2001)

Unit Process Company, Honolulu, HI ***1996-2000***
Hawaii Office Engineering Manager

Responsible for managing the Hawaii region for engineering sales company. Increased sales from \$200K in 1996 to over \$4M in 1999.

City and County of Honolulu, Kalaheo Avenue Sewer Line Installation, Honolulu, HI. Project involved installing more than 10,000 linear feet of 42-inch sewer pipe using microtunneling techniques. (1999)

Hawaiian Electric Company and Tesoro Refinery, Heat Transfer Analysis, Kapolei, Oahu, HI. Project involved performing a survey and analysis of the steam trap population at Tesoro Refinery. Work included evaluating steam and heat tracing for various refinery and power plant processes. (1999)

City and County of Honolulu, Kailua and Sand Island Wastewater Treatment Plants Odor Control, Honolulu, HI. Project involved designing deep bed carbon system odor control equipment for Kailua and Sand Island Wastewater Treatment Plants. (1998)

***HSI Mechanical, Honolulu, HI
Project Manager***

1992-1996

Project manager of Heating, Ventilation and Air Conditioning (HVAC), piping and plumbing projects. Implemented the start-up of a national HVAC franchise.

Shell Oil Company, Vapor Recovery Unit Installation, Honolulu, HI.

Project involved installing a John Zink vapor recovery unit along with associated piping and appurtenances at a Shell Oil tank farm in the Honolulu area. (1996)

United States Air Force, Albuquerque, NM

1989-1992

Space Systems Engineer – Phillips Laboratory

Conducted studies and analyses of strategic and tactical ground, air and space based weapon concepts including high powered laser systems. Awarded the Air Force Commendation medal for studies and analyses that resulted in over \$1 billion in savings to the Department of Defense. Technical consultant and contract manager for various projects with defense contractors.