

Healthcare Construction

Design-Build
Construction
Management
Programming

NELSON

CARL A. NELSON & CO.

Design-Builder | Construction Manager
General Contractor

TRUSTED PROVIDER OF
CONSTRUCTION SERVICES
SINCE 1913



Our Values, Your Success



Carl A. Nelson,
Founder

At Carl A. Nelson & Company, **our core values drive how we do business.** It's how we're able to deliver success time and again for the clients we serve.

Those values are:

Fairness & Honesty **Quality Workmanship** **Service Second to None**

Highly Experienced

In business since 1913.
Field- and office-based project
leaders who average more than
25 years in construction.

Client-Focused

We take the time to understand
your needs, so we can produce
outcomes that enable you to
accomplish your goals.

Relationship-Driven

CANCO is dedicated to
providing exceptional service
while looking out for clients'
best interests.

Problem-Solvers

Our team thrives on complex
projects where we can deliver
value before and during
construction.

Deliver Value. Build Trust. Repeat.

Value means solving problems and addressing issues

to make construction outcomes more reliable, while reducing time and cost.

Deliver Value

CANCO

creates value

by focusing on details, developing accurate and timely budgets, maintaining consistent collaboration, and freeing our clients to focus on other priorities.

At Carl A. Nelson & Company, we know that to **Build Trust** with a client, we must first **Deliver Value**. Doing so has proven to be a cycle of success that has helped our firm to earn **a repeat and referred client rate of 80% of our business annually.**

Here's how we do it:

Trust grows when we deliver value by prioritizing your success, offering team stability, engaging with clients, and taking time to understand your needs.

Build Trust

Trust deepens

when safety comes first and partnerships are honored. And in turn, **trust empowers the CANCO team to create even greater value.**

Healthcare Know-How



We perform the design, pre-construction, project management and construction of new facilities, additions and renovations for clients with a range of healthcare project types.



These include:

- Hospital facilities;
- Specialty clinics
- Medical Office Buildings;
- Diagnostic imaging;
- Dialysis;
- Laboratory;
- Pharmacy;
- Physical therapy;
- Surgery/PACU;
- Emergency Departments;
- Ambulance garages + Helicopter hangars;



A Sampling of our Project History



Over many years, Carl A. Nelson & Company has completed a broad range of healthcare projects.

Here is a recent sampling of our work:

CLINICS

- Mercy Plaza & Eastman Plaza, West Burlington, Iowa
- Outpatient Services Plaza, West Burlington, Iowa
- Great River Clinic, Keokuk, Iowa
- Physicians & Surgeons, Fort Madison, Iowa
- Community Health Centers of SE Iowa (multiple)
- Family Practice Center, Mount Pleasant, Iowa
- Medical Office Building, Fairfield, Iowa
- Davis County Hospital & Clinics, Bloomfield, Iowa
- Van Buren County Hospital, Keosauqua, Iowa
- Steindler Clinic, Burlington, Iowa
- Quincy Medical Group, Quincy, Illinois
- Rural Health Village, Hamilton, Illinois

HOSPITALS

- Southeast Iowa Regional Medical Centers in West Burlington and Fort Madison, Iowa
- Henry County Health Center, Mount Pleasant, Iowa
- Jefferson County Health Center, Fairfield, Iowa
- Van Buren County Hospital, Keosauqua, Iowa
- Regional Medical Center, Manchester, Iowa
- Decatur County Hospital, Leon, Iowa
- Davis County Hospital & Clinics, Bloomfield, Iowa
- Scotland County Hospital, Memphis, Missouri

We're Here for You from the Start

FROM CONCEPT TO CONSTRUCTION: PLANNING WITH PRECISION

Carl A. Nelson & Company plays a critical planning role in helping clients move confidently from project concept to construction. Our team develops accurate budgets and schedules that guide decision-making and ensure alignment with available resources.

- Develops reliable, real-time budgets and schedules to assess project feasibility
- Performs constructability and code reviews to optimize plans early
- Applies value engineering to maintain quality while reducing costs
- Considers sequencing and lead times to align with budget and schedule goals

SEAMLESS TRANSITION FROM PLANNING TO EXECUTION

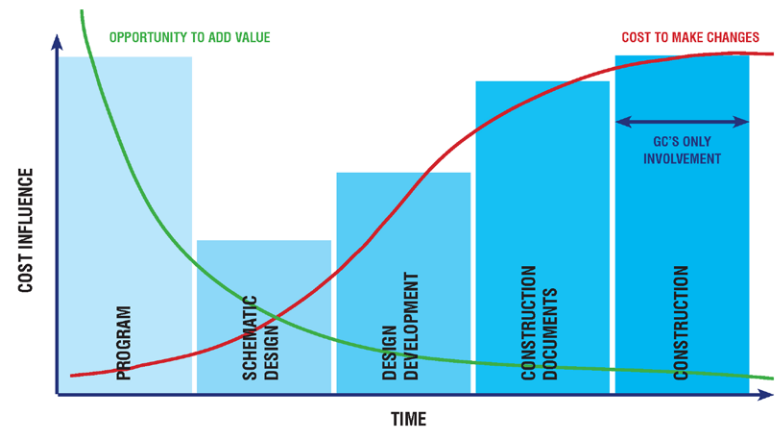
By engaging early in the design process, we ensure a smooth handoff to construction, led by our skilled craftsmen, field supervisors and project managers.

- Self-performs construction with in-house teams for quality and control
- Oversees subcontractors to maintain schedule and budget discipline
- Coordinates closely with clients to uphold safety, quality, and value

Early Engagement Pays Dividends

Typically, **a general contractor only sees the drawings after the design is complete** and bid documents are issued.

Clients who engage us early in the project for the planning and pre-construction — whether it's as Design-Builder or Construction Manager — get **the benefit of our dedication to delivering value by addressing challenges to project success, saving money and saving time** before the work ever begins.



PRE-CONSTRUCTION AND CONSTRUCTION SERVICES BY PROCUREMENT METHOD	DB/CM	GC
Design Review for Constructability	X	
Code Review/Compliance Strategy	X	
Value Engineering	X	
Site Evaluation	X	
Cost Estimating	X	
Pre-Construction Scheduling	X	
Long-Lead Procurement	X	
Safety Planning	X	
Strategic Local Contractor Involvement	X	
Bid Promotion	X	
Cost Transparency	X	
Project Management: Schedule, Budget	X	X
Self-Performed Construction	X	X
Site Supervision	X	X
Quality Control and Safety Management	X	X
Punchlist, Closeout and Turnover	X	X
Warranty Review	X	X

Design-Build Delivers Optimal Results

At Carl A. Nelson & Company, we believe **Design-Build** is the most effective project delivery method — and we recommend it as the best way to achieve speed, value, and simplicity in construction.

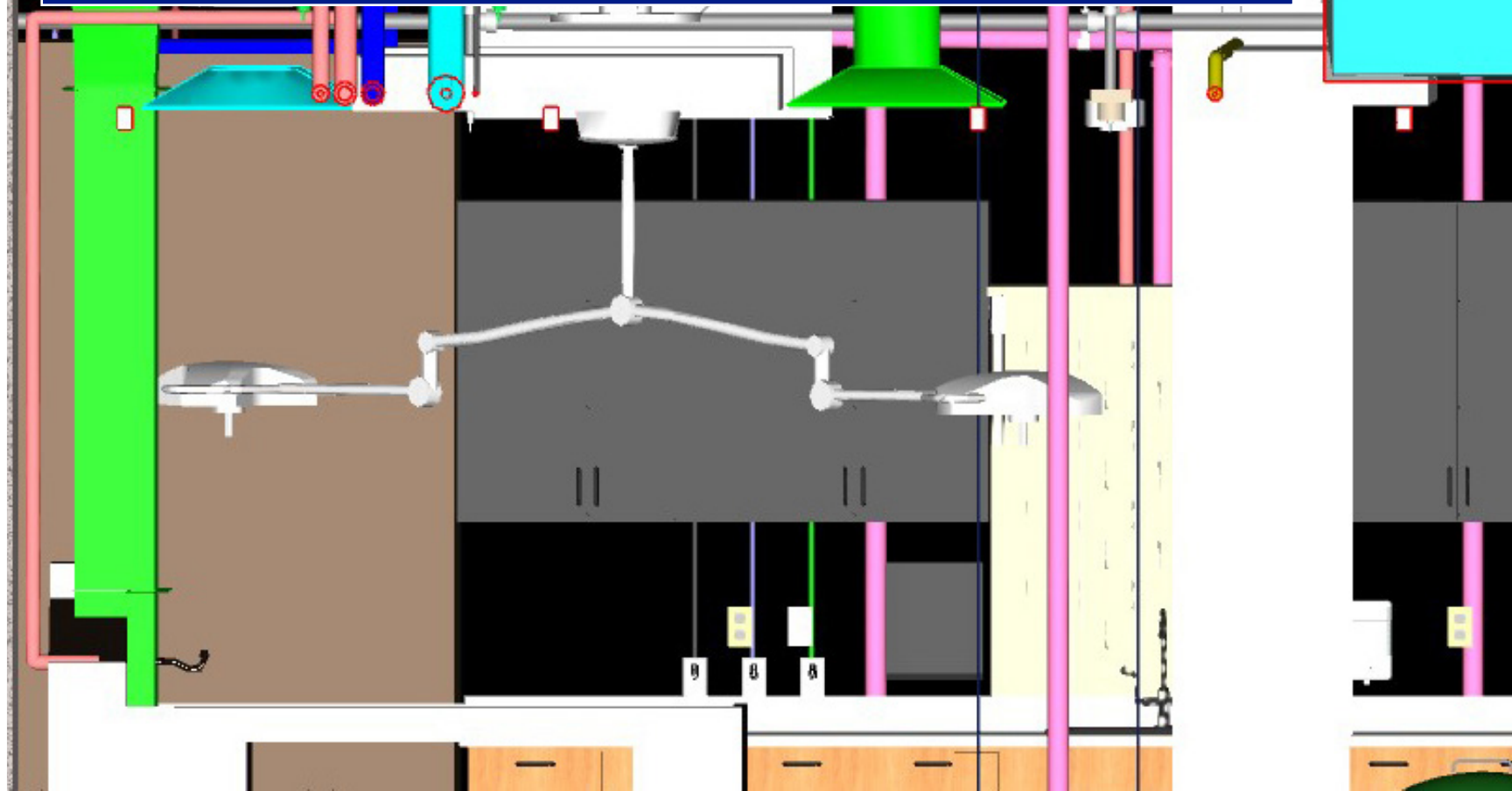
KEY ADVANTAGES:

- **Single Point of Contact:** CANCO manages both design and construction under one contract, reducing the owner's need to coordinate multiple parties.
- **Faster Project Completion:** Designers and builders collaborate from the start, accelerating timelines and allowing construction to begin before design is finalized.
- **Cost Certainty:** A Guaranteed Maximum Price (GMP) is established early, helping owners manage budgets and reduce financial risk.
- **Team Compatibility:** Teams are selected based on strengths and collaborative potential, ensuring smoother project execution.
- **Value and Efficiency:** The integrated process promotes innovation, value engineering, and better cost control, delivering superior results.
- According to the **Design-Build Institute of America**, this method fosters trust, teamwork, and creative problem-solving, consistently delivering high-quality projects across various sectors.

NOTE: On **public sector projects**, CM Agency + Design delivery offers similar benefits compared to Design-Bid-Build or CM at-Risk.



Nelson Design, Inc.



Carl A. Nelson & Company's engineering focus, coupled with in-house design firm, Nelson Design, Inc., means we can lead the design, and also effectively review all aspects of third-party architectural and MEPT, structural and civil design. **This enables us to help our clients reach optimal design solutions** that preserve time and financial resources — both during and after construction — without sacrificing quality or utility. These services include:

- Design services from concept to completion;
- Constructability review and value engineering;
- Code review and code consulting/strategy;
- Building Information Modeling (BIM) for clash detection, off-site fabrication and coordination of trades on complex projects

Safety is our 1st Responsibility!



At Carl A. Nelson & Company, **safety isn't just something that happens. It's something we prepare for**, with general and site-specific safety plans, site-safety orientations for each project, and stringent employee training requirements such as OSHA standards or tool and equipment use.

Once the job begins, we conduct **weekly tool box talks**, monitor performance with **weekly reports from site supervisors**, and conduct **spot inspections** by our corporate safety director. On healthcare projects, our **safety measures extend to patient privacy and infection control**. Subcontractors are held to our strict safety standards.

Our safety record is a point of pride, whether it's for routinely outperforming key industry indicators of safety performance, or exceeding the threshold of **1,000,000 man hours without a lost day accident**.

Skilled Hands to Build Your Project



Carl A. Nelson & Company has the skill sets and resources to needed to self-perform the following divisions of work with trained, cost-effective merit shop craftsmen.



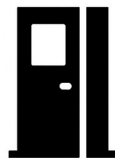
- **Site Work-Structural Excavation**
- **Concrete:** Slabs and Foundations; Equipment Foundations; Concrete Superstructures; Precast Concrete; Site Cast Tilt-up Concrete



- **Metals:** Misc. and Structural Steel Erection
- **Wood and Plastics:** Rough and Finish Carpentry



- **Doors and Windows**
- **Finishes:** Metal Studs and Drywall
- **Specialties**



- **Equipment:** Installation/Erection, Freezers/Coolers
- **Special Construction:** Pre-Engineered Metal Buildings
- **Thermal and Moisture Protection:** Insulated Metal Walls



- **Conveying Systems:** Bridge Crane and Monorail Erection
- **Mechanical:** Millwright Work

Self-performing work helps us to control the pace of construction, including at the outset of the project and as the project is wrapping up, to ensure on-time completion.

Connect with our Team



LET'S START A CONVERSATION ABOUT YOUR NEXT PROJECT!

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