

Years of Experience:

36

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.

502

CEO/Senior Level Executive / Project Manager

Summary of Relevant Qualifications

Senior level executive with 36 years of experience in business leadership and management, construction project management and engineering, technical research, design, and business development. Cultivates strong relationships within the local business, engineering and construction communities. Proven track record of increasing company sales and profitability for multiple businesses from various market sectors including federal, state and city & county clients. Maintains a positive, can-do attitude and seeks to build and promote teamwork. Excellent interpersonal relations and communication skills.

Work Experience

***Pacific Marine & Supply Company, LTD 2018-Current
Chief Executive Officer***

CEO of Pacific Marine with direct oversight of its subsidiaries Pacific Shipyards, PacMar Technologies and HSI Mechanical (President of HSI Mechanical since 2023). Improved corporate governance with the implementation of a system of rules, policies and processes and project reporting which contributed to quick turnaround and dramatically improved growth and profitability.

Specific responsibilities included the following:

- Provided strategic leadership and planning
- Responsible for the financial goals and profitability (P&L reports)
- Mentoring of two general manager direct reports
- Evaluation and mitigation of company risk
- Selection and evaluation of potential acquisitions

***GSI Pacific Inc. 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 for the company which maintained three lines of business (Engineering, Construction and Environmental) and offices in Guam, Washington State, Colorado, Texas, New Jersey and Maine.

- Responsible for the company's business development, 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

2002-2013

Principal RME and Hawaii Area 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.

Specific responsibilities included the following:

- Provided strategic leadership and planning. Preparation of annual business plans for the Hawaii region.
- Project Manager for over \$200M of large design-build and design-bid-build civil and mechanical projects.
- Business Development and Estimating

Unitek Solvent Services

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.

Specific responsibilities included the following:

- Oversight of the design and construction of oil and industrial water processing facility.
- Maintenance of existing facility assets, including solvent distillation equipment, tire shredding equipment, oil/water vacuum drum separator and the company's off-road equipment.

Unit Process Company

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.

Specific responsibilities included the following:

- Business development and marketing
- Customer and manufacturer relations. Advised engineers and architects on the design of capital improvement and maintenance projects.
- Supervision and installation of technical equipment

HSI Mechanical
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.

United States Air Force

1989-1992

Officer, Systems Engineer & Analyst – 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 research and development projects with defense contractors.

Additional Information

- Chair of the State of Hawaii Workforce Development Council
- Distinguished Graduate - Reserve Officer Training Corps (ROTC)