



CORPORATE BROCHURE

KD
CONSTRUCTION

COMPANY PROFILE

Oliver, B.C. · Okanagan Valley

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FOUNDERS' PERSPECTIVE

**“We Started With Two Pieces of Equipment.
Now We're Up to Twenty.”**

— Felicity Johnson, Co-Founder

Earthworks · Environmental · Civil Infrastructure
Oliver & Kelowna, British Columbia

Inside an Okanagan-based, family-run construction company growing one project at a time — no investors, no acquisitions.





Since 2020, KD Construction has grown one project at a time: no investors, no acquisitions, and a fleet that's gone from two machines to twenty. Inside an Okanagan based, family run company completing earthworks, environmental and civil infrastructure projects.



KD Construction was founded in 2020 by Kyle Demelo and Felicity Johnson, in Oliver, British Columbia. Demelo, a third-generation farmer in the South Okanagan, had spent years operating skid steers and excavators on agricultural land before the company existed. Johnson came from a business management background, having served as general manager of Area 27, a motorsport facility in Oliver, with no prior construction experience but a clear understanding of how to help on the business administrative side. In early 2022, Joe Vieira, a cousin of Kyle's, bringing more than thirty years of industry experience, became the third business partner and general manger to propel the company and lead the operations.

With Joe's knowledge and field expertise, Kyle's dream and dedication, and Felicity's administrative organization, the three of them, along with their committed team members, have built the company from the ground up to where it is now.

"We started with two pieces of equipment. Now we're up to twenty."

Felicity Johnson

ROOTS IN THE SOUTH OKANAGAN

KD Construction is headquartered in Oliver, a town of fewer than 5,000 people in the South Okanagan, and the company's early work reflected where it came from.

Agricultural contracts, taking out orchards and preparing land for new vineyards, were the first jobs on the books.

The Okanagan Valley's shift toward wine country development in the years prior had created steady demand for that kind of earthworks, and KD built its early reputation on those projects, working across dozens of sites from Osoyoos to Kelowna.

The agricultural work remains an active part of the business. The company's project list includes orchard earthworks across Pyman Road in Kelowna and Old Camp McKinney Road in Oliver, vineyard site preparation in Osoyoos, and ongoing agricultural contracts for repeat clients, including a current project involving large-diameter HDPE pipe installation and spillway upgrades on a 1,500-acre cherry property in the Valley. That scope, supplying and fusing large-diameter pipe in addition to the earthworks, is not something most excavating companies in the region can execute.



MOVING INTO THE CENTRAL OKANAGAN

As KD's capabilities grew, so did the geography it was working in. The company's centre of gravity has shifted toward the central Okanagan, where Kelowna's sustained growth has produced a pipeline of institutional, commercial, and civil work that keeps expanding. Schools, in particular, have become a significant part of the business.

The Chief Tomat Elementary addition in West Kelowna is one of the company's most substantial projects to date. The scope involved installing full civil services including sanitary, storm, water, and city tie-ins; bulk excavation and export of approximately 8,700 cubic metres of material; design and installation of approximately 500 square metres of lock block retaining wall; and concrete and asphalt prep and installation, in addition to relocating the existing playground. At North Glenmore Elementary in Kelowna, completed in fall 2024, KD handled footing and foundation excavation, underground utility installation, lock block retaining walls, and subbase preparation for paving.

"I love these school projects. Seeing the excitement on the kids' faces when they get to walk into the new school, that's something."

The company has also completed significant commercial work in Kelowna's Airport Business Park, providing full earthworks and underground civil scopes for Bartek Construction at Mountain Lake Industrial, a 19,900 square foot concrete tilt-up structure completed in spring 2024, and the Quail Ridge Business Centre, a three-building industrial project totaling 66,000 square feet. As well as the Kyle Road Business Park in West Kelowna, involving site preparation of a lot exceeding 315,600 square feet and full underground civil installation across five insulated precast buildings.

ENVIRONMENTAL WORK: THE BRENDA MINE

Among KD's most technically demanding completed projects is the Brenda Mine Compost Facility in Peachland, executed across two phases between April 2023 and June 2024. Phase one involved 50,000 square metres of land clearing and site grading, site preparation and backfill for a 4,000 square metre MegaDome structure, excavation and installation of a 12,500-litre leachate storage tank, subgrade and subbase preparation for approximately 9,000 square metres of asphalt paving, and the excavation and liner installation of a stormwater pond with a capacity of over 470,000 litres.

Phase two covered supply and installation of site infrastructure and utilities, including new gravel access roads, a truck scale, electrical services, a customized site office trailer and a retrofitted sea container repurposed as an electrical services building. The work is representative of an area Joe Vieira has spent decades developing expertise in:

environmental and mine-site work including creek diversions, spillways, reservoir construction, and site remediation at operating and closed mine sites. Upcoming environmental projects include a spillway installation and a reservoir upgrade that KD is currently working through with engineers.

TECHNOLOGY AND EQUIPMENT

The company runs a fleet of approximately twenty pieces of heavy equipment, anchored by CAT machinery sourced through Finning. The fleet is kept young by design: buying new equipment allows KD to leverage manufacturer financing programs, reduces maintenance liability, and ensures the machines showing up on client sites are performing reliably.

When a new contract requires a piece of equipment the company does not yet own, the contract informs the acquisition.

Underpinning the field operation is a technology stack built around precision surveying. The company uses Trimble Business Center, a civil engineering design and survey software platform, to design and adapt grade models on the fly.

A drone capable of imaging approximately 200 acres in a matter of minutes provides aerial survey data to two-centimetre accuracy. For fine tolerance work, including layout for lock block walls, concrete sidewalks, and building corners, the team uses a Sitech Total Station capable of two-millimetre accuracy. The Trimble TSC7 handheld rover rounds out the kit.

SiteDocs, a cloud-based safety records platform, handles documentation across project sites. The company is currently working toward a Certificate of Recognition, a designation requiring an occupational health and safety program that exceeds regulatory requirements.



PARTNERSHIPS AND THE ONE-STOP-SHOP MODEL

All partners have said publicly that they will not grow in a way that costs them their culture, and Johnson is specific about what that means. Growth is welcome, but it has to be systematic, deliberate enough that employees never turn into headcount. She wants to know every worker's name, to ask how a kid's birthday went or how a weekend was.

The company is family-run in the literal sense, but also figuratively too. Many of the company's employees and owners have known each other for several years, stemming from before the incorporation of KD Construction. The goal is for workers to feel comfortable bringing anything to the owners, and to feel valued.

Bartek Construction gave KD one of its first major opportunities in the civil and commercial space, and the relationship has been a defining one. Rather than presenting as a single-scope earthworks subcontractor, KD's approach has been to offer general contractors a consolidated scope: earthworks, underground civil, asphalt paving, concrete installation, landscaping coordination, and related work, delivered through a managed network of reliable subcontractors, under one price.

"Instead of having to go to eight different trades, you just come to us and we'll manage those trades," Vieira says.

For repeat general contractors and construction managers, the model reduces coordination overhead. For KD, it deepens the relationship with each client and expands the value the company delivers on any given project. Neway Landscaping is among the regular subcontractor partners, collaborating with KD on irrigation, sod, and planting scopes adjacent to the civil work.



BUILDING A COMPANY THAT TAKES CARE OF ITS PEOPLE

The culture that surrounds that core, Johnson says, is one the company works deliberately to maintain as it grows. ***"We don't want our people to become numbers,"*** Johnson says. That posture extends into how KD shows up on the subject of mental health in the trades.

Construction carries one of the highest suicide rates of any industry, a statistic the company has cited publicly, including a post marking World Suicide Prevention Day that pointed followers toward the Canadian Mental Health Association's Ride Don't Hide fundraiser. For Johnson, the issue is not abstract. She has lost people close to her and describes her involvement with the CMHA as something near and dear.

Editor's note This profile touches on suicide and mental health in the construction industry. In Canada, the 988 Suicide Crisis Helpline is available 24/7 by call or text at 988. The Canadian Mental Health Association (cmha.ca) offers further resources and local support.



THE NEXT FIVE YEARS

KD Construction's pipeline heading into the next several years is built on the work that has defined its recent history: school projects, commercial civil in the central Okanagan, agricultural contracts in the Valley, and an expanding footprint in environmental work. Coming up is continued work in the Kelowna and West Kelowna areas, along with a condo project in Peachland that Demelo describes as exciting for what it means for smaller communities managing growth pressure from Kelowna.

The company has added equipment and headcount each year since founding and expects that pattern to continue. Johnson is deliberate about not attaching specific targets to that growth. "I don't want to say a specific ceiling of revenue or amount of people or equipment. I just want to see if we can keep adding a little bit each year without pulling all of our hair out," she says jokingly.

COMPETING ON CAPABILITY

Environmental work is the area she most wants to push into, following Joe's experience in creek diversions, spillways, and reservoir construction. The company is already moving in that direction, with the Brenda Mine work behind it and upcoming environmental contracts in the pipeline. Felicity Johnson also holds a designation from the Canadian Playground Safety Institute, a credential she pursued to support the school work, and one that reflects the company's broader philosophy: if the work is there and the skill gap can be closed, KD will close it.

From two pieces of equipment to a fleet of twenty working across schools, industrial parks, agricultural properties, and closed mine sites in the Okanagan, the trajectory is not a difficult one to read. The company has grown by doing the work rather than chasing the market, and in a valley that keeps building, that has turned out to be a strategy that compounds.

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