

## LETTER FROM THE CEO

1000 paces....a Roman mile. Strapped with a heavy backpack, the young man carefully counted each step on the hot, dusty road. A soldier smirked behind him, amused by the struggle. 997...998...999....he reached out to grab the pack, knowing the young man would let it fall from his shoulders. He had already spotted another boy who would carry the next mile. Yet the pack never fell, and the young man counted on... 1001...1002...1003...

"Second Mile"....going beyond what's expected, accomplishing more than what's required. Placing the needs of others first, and then over delivering. The value of making others feel important is a higher calling than placing trophies on your shelf. Sacrificing self-interests to elevate others. The willingness to find excellence...when no one sees....or knows....or expects it.

Second Mile service never makes an appointment. It's doesn't hold a slot on the Calendar. It comes without warning, without recognition, without spotlights. It demands a backseat position. It won't draw a crowd, and will take the road less traveled.

Companies and organizations spend millions each year in training for Second Mile service. Some implement as a program, with expectations that their staff will abide by it. Others have covenants to sign, which outline expectations in order to remain employed.

Second Mile service is more than these....it is a culture. It has no boundaries set by programs or covenants....or titles. It defines the style of leadership. It's the fabric which binds together the organization's vision, mission, and core values. It leaves a legacy for those who follow.

Second Mile?....see you on the journey.

Thanks for reading.....

Ken Kortman  
CEO

## CURRENT PROJECTS

KEI is currently partnered with Kinney Construction to build the **Payson Unified School District Elevated PV Project** in Payson, AZ. The project is scheduled to be completed in December 2010. Project highlights include:

- 4,500 solar panels @ 3 schools
- Multiple generating facilities
- Extensive site work

KEI is currently partnered with McCarthy Construction to build the **Aguilar Elementary School** in Tempe, AZ. The new 43,000 square foot building is scheduled to be completed in August 2011. Project highlights include:

- Administration offices
- Classrooms
- Media center
- Gymnasium remodel
- Site work

KEI is currently partnered with GLY Construction to complete the **Microsoft Tenant Improvement** in Tempe, AZ. The 23,000 square foot T.I. is scheduled to be completed in January 2011. Project highlights include:

- Office space
- Conference rooms
- Training rooms
- Automated lighting/dimming controls

## ENERGY SAVINGS AT HOME

It is no secret that electrical costs have gone up significantly in the past several years. Today's conscious consumer is looking for any way to reduce energy costs in their home. So how do we save electricity at home? The first thing is to understand the overall consumption of electricity in the home. Below is a list of categories showing where your energy costs are going:

- Heating: 12%
- Cooling: 40%
- Water heating: 6%
- Lighting: 12%
- Computers & electronics: 9%

- Appliances: 9%
- Refrigerator: 8%
- Other: 4%

Now that we know where our energy is being spent, we need to adopt an approach that is both manageable and can be implemented quickly. Below is a list of one thing from each category that will have the most impact on your monthly electricity bill:

- Heating: Heat only the parts of the house you are using by utilizing a form of radiant heat
- Cooling: Using ceiling fans can reduce your summer energy consumption by 15%

- Water heating: Wrap your water heater with an insulation blanket
- Lighting: Change to CFL bulbs. CFL bulbs draw 75% less energy than incandescent
- Computers & electronics: Switch out your old PC for a laptop
- Appliances: Unplug devices when not in use
- Refrigerator: Update your refrigerator.
- Other: Common sense!!

## DID YOU KNOW. . .

Kortman Electric is a certified small business with experience in both state and federal contracts. Understanding the unique characteristics of Government work is critical to the success of their projects. Kortman Electric understands the complexity of working alongside both State and Federal agencies to procure and fulfill contracts. From urgent schedule requirements to meeting small business goals, we have the experience to exceed your expectations.

We have experience in providing electrical contracting including, but not limited to:

- US Army Corps of Engineers
- US Department of Veterans Affairs
- US Air Force
- United States Postal Service

### State Projects:

- Sky Harbor International Airport - Phoenix, Arizona
- ASU Residence - Tempe, Arizona
- Arizona State Hospital - Phoenix, Arizona
- Fire Stations - Gilbert, Peoria, Flagstaff, Payson, Yuma, Pinetop

### Federal Projects:

- Luke Air Force Base Commissary (USAF)
- Trident Missile Storage Facility (Army Corps of Engineers)
- VA Hospital - Prescott, AZ (Dept. of Veteran Affairs)
- Federal Bureau of Prisons - Tucson, Safford, Phoenix (Dept. of Justice)
- Post Offices - Multiple locations (U.S.P.S.)

### SBA Small Business Info

**Cage Code:** 62LG6

**Duns:** 102802527

**Licenses:** L-11, A-17, C-11

### **NAICS Codes:**

- 238210 - Electrical Contractors and Other Wiring Installation Contractors
- 237130 - Power and Communication Line and Related Structures Construction
- 541330 - Engineering Services

**SIC Code:** 1731

### **PSC Codes:**

- AD66, AG76, L059, N059, N062, N063, N099, S112, T016, Y127