



LETTER FROM THE CEO

Drawn by the attention, a young boy nosed his way into the crowd. The buzz of conversation about the upcoming race intrigued him. Lots of facts and figures, records to break, risks, weather reports.....all of this was exciting! He became a student, watching races year after year, and the urge to compete grew within. He had stood at the finish line and watched his father win in 1978, and his oldest brother in 1983.

After years of preparation and training, and a determination to battle with world class athletes, his future looked bright. Married to his high school sweetheart, father of three....the stage was set. Everything that is, but his health. A diagnosis of throat cancer in 2001, a journey through radiation.... his dreams were set to the side.

Six years after his diagnosis, he made his comeback. A well experienced musher, an Alaskan native, and a cancer survivor, he harnessed his team of dogs. Wearing the #13 jersey his father and brother had worn before, he fulfilled his dream by winning the 2007 Iditarod, and won again in 2008, 2009, and 2010. Over 1150 miles each year across frozen tundra, Lance Mackey became the only person to win four consecutive Iditarod's. You can read more of his story at www.mackeycomebackkennel.com.

Lance demonstrates a great resiliency to fight through challenges. In this economy, we face tremendous risks and setbacks. Delays and roads to failure defer our attention. We face unprecedented times of decreasing sales, margins, and resources. But what we don't face is a decrease of opportunities. Hurdles and hills stand in the way, but the resiliency of the team finds opportunities to fight through the challenges, and reach the goal. A musher is of no value without the dogs, and the dogs no value without the musher. But together, great things happen....if we set the course, and then fight to the finish line. Ready to harness up?

Thanks for reading.....

Ken Kortman
CEO

DID YOU KNOW . . .

Kortman Electric has a wide range of experience in many different market sectors. Our experience includes:

- Educational Facilities
- Municipal Facilities
- Sports Complexes
- Recreational Facilities
- Medical & Healthcare Facilities
- Hospitality Facilities
- Correctional Facilities
- Retail & Office Facilities
- High Voltage Utilities
- HVAC Building Automation
- Fire Alarm Retrofit
- Renewable Energy
- Service & Maintenance

We welcome the opportunity to introduce you to projects we have completed in any of these markets.

“A true leader has the confidence to stand alone, the courage to make tough decisions, and the compassion to listen to the needs of others. He does not set out to be a leader, but becomes one by the quality of his actions and the integrity of his intent.”

~ Mike Jones



PHOTOVOLTAICS

Photovoltaics is a hot topic and not likely to go away anytime soon. Millions of dollars are being invested in Arizona, California, Nevada, New Mexico, Texas and Utah.

Photovoltaics is defined as: "An arrays of cells containing a solar photovoltaic material that converts solar radiation into direct current electricity."

There is an ever growing demand for renewable energy sources in the US, and Photovoltaics has been the front runner in Arizona for several years. Photovoltaic production has been doubling every 2 years, increasing by an average of 48 percent each year since 2002, making it the fastest-growing energy technology in Arizona.

Arizona has gained national attention over the past few years. Below are four projects that lead the way as great examples of what the Arizona sun has to offer:

- Desert Outdoor Center at Lake Pleasant- 20-ton solar chiller (1 of 14 solar chillers in the world)
- Gatorade Distribution Center- Tolleson, AZ- 500kW system with an estimated 783,000 kWh produced annually
- Imperial National Wildlife Refuge- Yuma, AZ- 17.5kW system with over 110 solar panels
- 340 Megawatt solar plant- Mohave County- Begins 2010- Operational in 2013

Photovoltaics should be of great interest to all of us. With electrical rates having increased 11 times in the past 7 years, we need to be looking for alternative solutions to foreign oil. Considering the abundance of sun, Arizona needs to be the frontrunner in the pursuit of photovoltaic energy production.

PROJECT HIGHLIGHT

In conjunction with CB&E Construction, KEI recently completed the \$11M Aloft Hotel in Phoenix, AZ. Located 5 minutes from Sky Harbor, the 143 room hotel makes for easy access downtown, light rail, and the popular nightlife on Mill Avenue in Tempe.

Features include:

- The XYZ Bar & RE:Fuel Gourmet Eatery
- Bliss Spa
- WIFI in all rooms
- Meeting Rooms
- Fitness Center
- Outdoor Pool
- Eco Friendly Program
- Great views of the Valley

