

KE Kortman Electric Inc.

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Celebrating **25** Years
of Excellence

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CURRENT PROJECTS



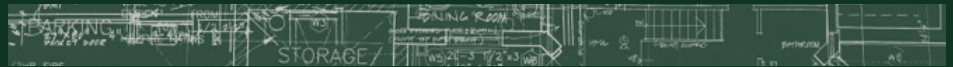
SURPRISE CITY HALL
D.L. WITHERS CONSTRUCTION



JULIA RANDALL ELEMENTARY
W.E. O'NEIL



PVCC LIFE SCIENCE BUILDING
BARTON MALOW COMPANY



LETTER FROM THE CEO

Change.....it's unavoidable! Relationships, parenting, weather, politics, mortgages, investments, economy.....we are reminded daily that we have to deal with change. Sometimes we have control or influence on these, and other times we don't. The necessity to predict scenarios or outcomes creates great challenges.

Priorities then begin to influence our reactions. The need to make good decisions becomes heightened, and often our integrity is tested. Taking responsibility for decisions is crucial, as others look for leadership and direction. At times, the right choice can have great personal cost or risk.

Together we face the uncertainty of tomorrow. As unpredictable as it is, we still set strategies and make decisions, and surround ourselves with those who can help set vision. When high levels of trust are achieved, change is more readily accepted, and allows for a positive and productive workplace.

In just a few weeks we elect a new President and Congress. This is an important privilege that we have and a way that we can influence tomorrow. The results of this election will automatically bring change, new priorities and even some uncertainty. In spite of this, we are reminded that the core of our country and the freedoms we enjoy are determined by the decisions and directions of our vote and voice.

Thanks for reading.....

Ken Kortman
President/CEO

REMEMBERING DAVE BURT

It is with sadness that we announce that on July 28th 2008, Dave Burt passed away in Flagstaff, AZ. Dave was a nineteen year employee of Kortman Electric and had been a foreman for the past fourteen years. Over these years Dave managed twenty-two projects for thirteen different general contractors. Dave is survived by his wife Deborah, two sons, and six grandchildren. We thank God for Dave's presence in each of our lives. He certainly will be missed by all of us at Kortman Electric.

FROM THE CFO - KARL KORTMAN

Our current economy in the past year has caused all of us in the construction industry to make continuous decisions related to projects, personnel, and what margins we are willing to perform work at. We have all observed the increase of not only the amount of contractors bidding on projects but also contractors moving into new areas that they previously were not working in. While some of these decisions are necessary and even provide new opportunity, there is a large risk factor associated with them. One of the disciplines as a company that we work towards is called the "hedgehog concept".

The "hedgehog concept" refers to a parable of a hedgehog and a fox, where the fox knows many things, but the hedgehog knows one big thing. The good to great companies were by and large built by "hedgehogs" - this doesn't mean stupid - au contraire - it just means that they were able to focus on one big important thing that made their companies great. Sometimes it takes a real genius to see through all the clutter and grab the one, simple, unique thing that gives you the advantage.

The "three circles" is a concept on how to find your "hedgehog concept": think of three interlocking

circles, representing 1) what you are passionate about, 2) what you can make money at, and 3) what can you be the best at. At the intersection of these three things lies the winning target. If you can bring all three things to bear, you have found a way to excel. Learn to realize, as well, what you will never be the best at - those are things you must avoid, if possible.

I encourage any leader to read Jim Collins book "Good to Great" which describes the "hedgehog concept" in detail.

RECENTLY COMPLETED PROJECTS

MESA COMMUNITY COLLEGE LIFE SCIENCE BUILDING BARTON MALOW COMPANY

This project consists of a new 62,000 square foot physical sciences building at Mesa Community College. The facility contains state-of-the-art labs, support spaces and classrooms for chemistry, engineering, geology, physics, physical science and astronomy.

NAU DINING HALL EXPANSION KINNEY CONSTRUCTION SERVICES

The NAU Dining Hall consists of 27,300 square feet of both new construction and renovations to the existing Union building.

Construction included the addition of a modern, two-story building which supports dining, common areas, multiple vendor stations and a state of the art commercial kitchen.

QUEEN CREEK LIBRARY CORE CONSTRUCTION

This new 47,000 square foot library includes a children's area, a teen area, general reading areas, public computers, study rooms and conference rooms. The new building is registered with the U.S. Green Building Council and also includes a Parks and Recreation annex of classrooms and public meeting rooms.

GOODYEAR SPRING TRAINING CLUBHOUSE AND PRACTICE FACILITY BARTON MALOW COMPANY

This new state-of-the-art 43,000 square foot clubhouse and training facility was built for the Cleveland Indians organization. The training complex includes two major fields, 1 half field and batting practice areas as well as four major practice fields that will be utilized by Goodyear residents throughout the year, except during the two months of Spring Training when the Indians will have use of those fields.