

Bright Future Electric

Allen McCain, President

It goes without saying that we all miss Dan, especially those of you who worked closely with him in the Orlando office. Grieving his absence will take some time, but I feel confident that Dan would be thankful for the way our company is moving forward without his physical presence. One of the greatest testaments to a leader is for his protégés to step forward and building the legacy left behind. Life is full of bumps (often even detours) in the road, but our good character shines brightest when we overcome them and can be proud of our efforts! It's time to pull together as a team and make Dan proud by continuing to be the excellent company that Dan and I strove to achieve together in Bright Future Electric.

Our prospects for growth and a return to some level of normalcy in the construction world seem to be improving. Housing starts and sales continue to increase in the Southeast along with favorable corporate earnings reports leading me to believe that the commercial construction



market turnaround will soon follow. Our overall backlog is at the highest level in several years, thanks especially to the efforts of our West Coast office. Steve the Greek has added several new faces along with the return of some old friends to help manage the opportunities being presented in that area. Skip Brown is doing a great job stepping into his role as the manager of the Central Florida office and is beginning to grasp the magnitude of the operation and the opportunities afforded to the group. Carmon Colvin continues to keep Alabama moving forward and manages to take advantage of every opportunity to improve the operation.

Bright Future Electric is made up of a tremendously talented group of people and will be a force to be reckoned with as we move forward. If we work together as a team, utilizing each person's unique talents, the sky is the limit on what we can accomplish!



May 2013

Skip Brown - VP, General Manager Central Florida

Orlando's Commercial Department is moving right along. UCF Academic Village is full bore with Jon McLendon & crew doing a great job trying to get done in time for the students coming in for the fall semester. Publix Vero Beach just wrapped up with Jim Livingston starting another Publix in Port Orange; Gerry Shaffer is starting a Publix store in Dr. Phillips after wrapping up the Grand Cypress job with Hensel Phelps. Jason Panchou and his team are doing an outstanding job with the Florida Hospital Laundry Facility & Hardin Construction. Eric McKinlay has another tiger by the tail with the Aloft job & PCL. After the Sea Harbor job, he's doing another big remodel job downtown in the old OUC building.

We have many others under way with several waiting to get going. My apologies to those not mentioned in this newsletter. All of this would not be possible without the support of everyone on the Bright Future Teams in estimating, purchasing, accounting, service, special projects, commercial, human resources & the warehouse! We truly do have a great team on board. Thank you for your support and efforts as we move forward and just become better!

We have several jobs being submitted to ABC for the "Excellence in Construction Awards" to be awarded later in the year. Those jobs are Sheraton, The Container Store, Goodwill Clermont, Haines City – City Hall, Hyatt Grand Cypress Pool Renovation & Valencia Building 10. Good luck to all!!

Ken Cole - Energy & Automation Division Alabama

LED LIGHTING FOR ENERGY SAVINGS ...

Selling a customer on the idea of converting to LED lighting technology in the Southeast is a challenge at best. Low power rates, higher upfront costs and lack of state and utility provider rebates make it difficult to convince our customers that LED lighting is their best option. Although the price for LED lighting is getting a bit more reasonable, it's still two to five times the initial cost of competing fixtures using fluorescent and HID technologies. There are a few circumstances in which LED lighting competes well with other technologies. For example, interior lighting in office and retail is a much better fit for LED lighting than Industrial, warehouse and outdoor lighting. Additionally, any area where dimming is desired, LED lighting is similar in cost to fluorescent fixtures and does a better job of dimming. The value of LED lighting fixtures used in lay-in, down-light and surface mount fixtures such as the ones used in parking structures is much greater than it was just two years ago. LED lighting uses half the energy and has almost no maintenance cost. With a life expectancy of 50,000 hours and low energy consumption, medium base LED lamps as a replacement for incandescent and compact fluorescent lamps are also a good value as pricing and reliability have improved. About a month after I came to Bright Future Electric last fall, I changed out the par lamps on the outside of our office building with 19 watt par 38 LED lamps. These lamps will pay for themselves with energy savings in less than 18 months, and we can expect them to last for many years. I have recently sold my first substantial LED lighting project while at Bright Future Electric and am excited to see the results of this project as our customer sees both increased light levels and lower maintenance.

Nick Rimes - PM West Coast

Sun Hydraulics, one of our local projects here in Sarasota, is in the finishing stages of construction. The company designs and manufactures high performance, screw-in hydraulic cartridge valves and manifolds and distributes them to facilities all over the world. This most recent expansion project for the company is 78,778 square feet, with 47,500 square feet of it being manufacturing floor.

Electrically, the facility has a total of 2,760 feet of bus duct, with available voltages of 480, 208 & 240 to meet whatever needs they may have on the shop floor. They also have an impressive lighting controls system, T5 HO high bays in the shop area and LED's for the office area and the exterior lighting.

We are fortunate to have a fantastic Bright Future superintendent on the project, Mike Hatfield, who is doing great at getting the job done for us. We would also like to acknowledge our continued strong relationship with Halfacre Construction (the GC), which has made this project a pleasure to work on.



Carmon Colvin - VP, General Manager Alabama

All of us in the Alabama Division of Bright Future Electric are saddened by the passing of Dan . His involvement in our company played a tremendous role in getting this company where it is today. I had the pleasure of knowing Dan for nearly 10 years. I know that some of you had a relationship with Dan that spanned several decades. Everyone that knew him has their own special memories of Dan and will use some piece of knowledge every day that they obtained from him. I know that I will. We will all miss him and his caring nature. This company was one of Dan's greatest sources of pride and joy. We owe it to him to do everything we can to help the company thrive. I don't think he would want us to grieve too long. If he could speak to us, he would tell us to push forward toward a Bright Future!

Scarlett Root - Accounting Central Florida

This week I donned my son's HiTec black boots (thank you, Michael Root), safety vest, safety glasses, and hard hat that even had a nifty sun visor type attachment (thank you, Steve and Skip) and headed out to see two jobs. I never go to jobsites, and I really wanted to see in person "what we do". First, we went to the Connexions job on John Young Parkway. Thank you, Bill Moore, for taking the time to walk me all over and point out junction boxes, homeruns, MC cable, the pad for the 58,000 pound generator that will be arriving, the transformer and transfer switches. I even climbed up one ladder and down another in my "too-big" boots to check out stuff on the roof. They are going to have a fitness center and café for the employees – I think someone mentioned daycare, too - it's a very large, nice building! From there we ate lunch and went to Altamonte to see the Florida Hospital Laundry job. Jason Panchou, thank you for the tour there! I look forward to seeing this thing up and running! They have a couple of big boilers and are going to clean laundry then recycle the water they use. There are overhead rails that the laundry runs on from one station to the next and big transportation carts and cart washers so they can reload them with the clean laundry. The big wire there was all black and had to be taped to indicate brown, orange and grey (?) versus Connexions where the wire itself was colored. Jason explained the extra attention required along with the testing and labeling to prevent a big boom! Ha! Anyway, I greatly enjoyed seeing those jobs! I look forward to hopefully doing this quarterly. I should add 2 stripes to my hard hat!

Steve Panagiotakis - Operations Manager West Coast

This has started out as a good growth year for the Bright Future Electric's Sarasota Branch. Following some lengthy negotiations with several different contractors, we have picked up several new jobs in our area: LeeTran in Fort Myers with an estimated value of \$5.3 million, Saint Stephens Episcopal School ball field in Bradenton with an estimated value of \$500,000, University Town Center in Sarasota with an estimated value of \$600,000, and Terracina Grand assisted living facility in Naples with an estimated value at \$1.7 Million.

In our continued endeavor to grow, we have also added several new employees to our branch. The new personnel in our estimating department are Tony Eglar and Brian Eilers. We are also pleased to welcome Diane Gross as a new project administrator. Additionally, Forrest McIntee has been moved into project management for our work in the Fort Myers area.

I appreciate all the hard work and efforts of the Bright Future employees that have help the branch continue to grow. The following jobs have been completed this year: LeeSar in Fort Myers, McKechnie Field in Bradenton, Phase 1 of Manatee Players Theater in Bradenton and The Riverwalk in Bradenton.

We look forward to the remainder of 2013 and to a very Bright Future!



Mike Freiner - VP Central Florida

The Service team has been quite busy lately, and it looks like the work is going to continue. We are headed into summer which is traditionally our busy season. Our biggest customers are Darden Restaurants and Wal-Mart stores. Both are keeping us hopping right now. Of course, we aren't complaining!

We recently put another Tech on the road. We would like to welcome Mike Passera to the Bright Future family. That makes three Mikes in the department. How confusing is that?

I would like to take this opportunity to thank both Jerry Moore and Robin Oropeza for really stepping up to the plate and making things happen. They have both gone above and beyond and truly deserve this recognition.

I wish you all a safe and prosperous summer.

Lanie Crowe - Senior PM Alabama

Wallace State Community College Nursing Health Science Building, scheduled to complete in August 2013, is now slated to finish mid-November. The roof sustained damage from a wind storm in mid-March that has drastically slowed down interior finishes. In spite of the building's condition, power is on, HVAC start up should begin in June and after the roof repairs are complete, installation of lightning protection and exterior lighting shall resume. No doubt, Shane Bailey and Jess Walls have had their hands! We have just broken ground at the Homewood Community Center (HCC) and are again working as a Prime Contractor. Jackson Ingram will be leading the way on this 51,700 square foot, state of art health & fitness center, complete with competition & recreation swimming pools, weight & exercise equipment rooms, a double gymnasium, elevated walking track, conference rooms and administrative offices. The swimming pool area is illuminated with 60' Musco Lighting, while the interior is outfitted with T5 and LED lighting. This project will also be delivered in Revit, a 3D modeling program used to detect clashes between building structure and MEP systems.

Forrest McIntee - PM West Coast

We are very optimistic about the Ft Myers market. We're seeing a lot of potential work in the near future as well as success on the projects we already have under contract. Last week Hertz Rental announced they will be moving their corporate headquarters from New Jersey to Ft Myers. They plan on building a 300,000 sq. ft. office building with construction starting in the third quarter. Big projects like this tend to bring a lot of smaller ones, too!

We are currently in the process of starting a show piece project in Ft Myers called Lee County Transit Administration, Operations & Maintenance Facility. The short name as it is known around our office is Lee Tran. The project consists of a 23 acre site with 5 buildings totaling approximately 85,000 sq. ft.

The largest of the buildings is the bus maintenance shop consisting of 20 repair bays that are designed for full size city buses. The second largest building is the administration and operations building. The other three buildings are a fuel building (not including the generator that house 45,000 gallons of diesel on site), a bus wash building and a storage/lost and found building. This project is not our typical project in the manner of Information Technology, but it is in our scope of work to provide all the servers, switches and systems to run the phone, camera and security systems.

Right now we are installing our underground infrastructure for the administration building and will be moving to the maintenance build soon.



Victor Hathcoat - Branch Manager FL Panhandle

When last we spoke, we were finishing Publix Tallahassee and starting Kloeckner Metals. This article finds us finishing another job and starting yet another.

Oh well, so it is with construction work. One three to 24 month span followed by yet another filled with new work in new locations and, most importantly, new relationships.

Let's face it. To a degree, conduit is conduit; wire is wire; and lights are lights. It's in relationships that we have a chance to grow, learn, and improve. Don't miss the opportunity to be positively influenced by those around you. Every person is a potential source of inspiration, even if it's "how not to do it". Choose to improve yourself. Whether it's a work habit, a communication style, or even a better way to land trout! Oops! That slipped. But the point is, learn from those around you.

Ok, I'm off my soap box. Brad Leatherwood has done an amazing job at Kloeckner Metals and Joe Botteon has taken on an extremely complicated renovation at Laketown Wharf. They're both terrific foremen and awesome guys!

I was saddened to hear of Dan's passing. So, in his honor ... Better, Stronger, Faster!

Cheryl Skedel - HR Central Florida

May already! Time continues to tick on by, much faster than I can keep up...

If you want to make changes to 401(k), it is time again. You can enroll after one full year of employment or on a quarterly basis, change your contribution percentage or stop your investment. All this must be done through the office on a special form. For Central Florida, call the office at 407-905-4834. To change your election choices, you may handle online.

Keep your address, e-mail, mobile and home telephone numbers current at all times. If you want to change your deductions, you must complete a new W-4 form. Any changes to your direct deposit must be done by Friday for the following Friday pay date. Do not stop your direct deposit without opening another account first!

During the upcoming summer months, it gets hot! We hire our summer ACT students every year during this time. Remember, they are high school students. Everyone needs to keep a close eye out for safety. Take the time to train and mentor these students. Our goal is to bring the best students back after graduation. A benefit we pay for is FEAT! Hands on training and free education are great gifts for interested, hardworking individuals who want to grow with us. We must invest if we want the best! While on safety, watch out for all your co-workers. Unsafe practices and inexperienced workers do not make a good combination. Sometimes we all need a safety reminder. Everyone is responsible for assisting Steve Thompson with safety.

I am doing "The Little Kids Christmas Party" this year. If you want to make suggestions, have some ideas, or want to help on this function, please let me know.

Steve Thompson - Safety & Field Mgr. Central Florida

Summer is here and so are the high school Act interviews. With Gary's help, we interview about 55 ACT students in three different counties, and I committed to taking eleven students for the summer. Six of the students are seniors so hopefully we can train them and they'll stay with us after the summer is over. The FEAT apprenticeship program starts in August. If you have ACT students on your job this summer, please take the time to teach them new job skills regularly so they will stay with it and continue on to the Apprenticeship program, eventually become valuable employees. We have to push this training so we can keep building a good work force of our own. There is currently a shortage of good, experience people for us to hire. We all have the knowledge and the ability to help in training, so let's work toward that goal as a team.

Be safe! Remember to think before you act and plan out your tasks in advance to help prevent injuries.



Tommy Bachelor - Senior PM Central FL

We currently have several jobs going on including, but not limited to: Alford Hotel, Aloft Hotel, Florida Hospital Laundry Facility and Uptown Maitland. All are supposed to finish between June 1st and August 1st with Uptown finishing November 1st. Needless to say we have our plates full! With these four jobs comes approximately \$1.4 million in changes that seem to have come within the last two months - quite the challenge for all of us!

A big "THANK YOU" to all our field personnel being headed up by Mickey Green, Eric Mckinley, Jason Panchou, Jeff Jackson and teams. We expect all to be great, profitable jobs!

Geegee Bailey - Purchasing Central FL

Here we are almost in June...the first half of the year has flown by. Losing Dan in March was so difficult. Moving forward, I'm sure everyone wondered how it would be different. We seem to be doing what Dan would want us to do...getting back to work and keeping Bright Future humming right along!

Purchasing started out a little slow in the beginning of the year, but things have been busy lately! We are seeing a lot of last minute material needs for a few current projects that have either fast track schedules or are trying to finish up loose ends to get the job completed. And it appears we have some work ahead of us that will keep us busy. That's good news!

We are currently doing a few "Buy America" material jobs. These jobs are quite a challenge. For the foreman working on these projects, PLEASE REMEMBER – allow at least 5 days for any "Buy America" material. The USA material stock appears to be somewhat depleted from the few suppliers that carry it, and it has been difficult to find some of the larger size material (1" and larger). PLEASE PLAN AHEAD as best you can!

Please remember to stay hydrated during these hot summer months!

Buck Davis - PM Alabama

Well, Spring is here and summer is near. Since the first of the year we have started and completed a Gander Mountain store in Tuscaloosa. It was a 90-day project that was complicated by the rainy weather, but we persevered. Thank you, Jackson Ingram, for your leadership and hard work to make this happen. We also started a new Cheverolet dealership in Gardendale where Justin Williams is the superintendent. This is scheduled to open June/July. Joe Botteon came from the Panhandle and did a light industrial project at Kamtek. Thanks for making the trip! We are always pursuing new projects at Kamtek. We will be starting a new project called Grabows and Arrows in about a week. This is an archery and gun store where they manufacture mainly bows. We also have a new project called SKF which is a manufacturing facility that makes parts for Motion Industries. Both of these projects are design build. Remember to be thankful for all we have been blessed to have.

Steve Jarrell - PM Alabama

Work has begun on Phase 2 at the Birmingham Airport. Don Greer and Kenny Forster have disconnected the last existing fire alarm panel and have started running conduit for the system in the Central Plant. This phase should go even better than the first, now that we understand the means and methods needed for the installation.

Rick Kennedy and crew are finally seeing the light near the end of the tunnel at The Robert S. Vance Federal Building and Courthouse. It has been nearly two years since we showed up on the job site. The quality of the work is outstanding! Everyone from GSA to Hoar Construction is bragging on the craftsmen that work for Bright Future Electric! Cody Hudson has been instrumental in following up on the details of this project. Without his constant attention to detail, this could be a colossal mess. It just goes to show how well things work out with a good team!



Cynthia Zavala - Safety Alabama

June is “UV Safety Month” and a great time to raise awareness of both the risks of sun damage and how we can take action to reduce the risk of Ultraviolet (UV) damage. UV radiation is the main cause of skin cancer, and it can also damage your eyes.

UV rays **permanently** harm both skin and eyes. There’s nothing wrong with enjoying a warm, sunny day, but we all need to know that whether we are working or playing, too much sunlight can have serious health effects. Sunlight can also cause eye damage - it has been linked to cataracts and other eye ailments. It’s also possible for your eyes to become sunburned.

Virtually all sources of information about skin and eye health agree on the basic precautions that everyone should take when they are out in the sun: Wear a brimmed hat and sun glasses that filter out UV rays.

Apply sunscreen rated at 15 SPF (sun protection factor) or higher.

Try to avoid sun exposure between 10 a.m. and 2 p.m., when UV rays are the strongest.

Recognize that even on a cloudy day, UV rays still get through and present skin and eye hazards.

Why It Matters... Every year, more than 50,000 people in the United States are diagnosed with malignant melanoma, the most serious and life threatening form of skin cancer. More than 1 million people in the U.S. are diagnosed with less serious forms of skin cancer each year.

Let’s all take these precautions and enjoy a happy and healthy summer!

Gary Rewis - Special Projects Central FL

2013 started out kind of slow, but has picked up here lately. We are optimistic about the rest of the year as we are seeing signs of recovery. We are still doing VA jobs and quoting more all the time.

Publix is going strong with the remodels which keeps several crews busy all year. ME & S, one of our best GC’s, has given us several Bealls remodels to do. We are currently working on the first Captive Aire manufacturing plant in Florida. We start a wing addition for Osceola school’s Balfour Beatty. Orlando is still a very competitive market, and we are relying on our strong relationships with GC’s to land work. Still, I feel we are seeing changes coming. Bright Future Electric is in a new era, and I think we will be as successful as ever with the team we have! Let’s have a strong year and remember to be careful out there.

Sandy Parkinson - Controller West Coast

Sarasota is pleased to welcome Diane Gross to our team as a new Project Administrator. Diane brings a wealth of electrical construction expertise to Bright Future. Originally from Chicago, she moved here 13 years ago. During that time, Diane worked for Service Electric Company, a Quanta Company located in the Sarasota/Bradenton area. While at Service Electric, Diane held a myriad of responsible positions including managing job files, budgets, liens and lien releases, scheduling projects, billing A/R monthly and reviewing subcontracts. Diane also brings an extensive training background. She is OSHA 10 & 20 Hour certified, and she has received both technical training from Primavera on contractor estimating and FMI on technical management. Welcome Diane to Bright Future Electric!!

Danny Overton - PM Alabama

Wow, it’s hard to believe another quarter is coming to an end. We find Hank Crisp Strength and Conditioning facility (University of Alabama’s new weight training facility) finally complete. Jackson Ingram, Gene Cheshire, Wesley Perkins and Lee Herrard have done a terrific job bringing this one in. Harry Gant has done a great job finishing South land International Trucking in Huntsville. Danny Whitworth is also in Huntsville taking on the challenge of the new five story office building for Boeing. He and the guys from North Alabama are doing a great job! Gene Cheshire and Heath Whisonant are bringing another APCO Employee Credit Union to an end and have done a great job while beating labor around 10%.

Great Job to all!



Laura McCain - HR Alabama

I read an article from one of our local hospitals recently stating that every patient is a part of his/her “medical team”. We patients need to be informed and involved in every decision made, and we need to understand our diagnoses, tests and treatments! Don’t forget when you discuss medications with your doctor to include herbs, vitamins and over-the-counter meds you are taking! YOU are your very best advocate – ASK QUESTIONS until you are sure you understand. By the way, you are allowed to “shop around” for tests like MRIs or Scans – you often pay a portion of the bill, and YOU can determine how much that is! Last, don’t go to the emergency room for routine medical care ... only if you HAVE AN EMERGENCY! Avoid that high co-pay!

Did you know that nearly one in three Americans is living with high blood pressure - hypertension? A third of these people aren’t aware they have the disease because they don’t have their blood pressure checked regularly or they’re not experiencing any symptoms. High blood pressure can be controlled with lifestyle changes, medication or both. Protect your health by taking steps to lower your risk for this disease: avoid smoking, drinking alcohol excessively and being overweight. Have your blood pressure checked at least once a year.

We’d like to congratulate one of our Alabama employees for being a “big loser”! Tony Reeves was having stomach problems and feeling poorly. He consulted his doctor who suggested Tony eat less and earlier evening meal. Tony decided just to give that meal up completely but has a normal breakfast and lunch! 160 pounds later (and a year and a half later) Tony says he is healthier, feels much better and wants to keep up these healthy eating habits for the rest of his life. Well done Tony!

Mike Ledford - Information Technology

My wife and I love birds. I should clarify, we love wild birds. So much so that we have several bird feeders around our house. Last night I was sitting on my porch watching them fly around, fighting each other over the best seed, while all the time scouting for cats and then sneaking off with their hard earned prize. It is totally comical watching some of these birds and the antics they go through. Some of my favorites are the little titmouse. They come in flocks, make all kinds of racket and then just go. Last night, a titmouse came right by my head and slammed into the window next to me. He was on the ground, feet up, gasping for air, so I went inside to find a box to put him in before the cats got him. Fortunately for him, after about 15 – 20 minutes of recovery, he flapped his wings and flew away. But as I was sitting there watching his recovery, I couldn’t help wondering why he flew into the window. It’s not the first bird that has done this at my house. And the only thing I could think of was that he saw the reflection of the birdfeeder in the window and headed for the wrong target.

That got me thinking. How many times we’ve all started off on a course of action only to come to the realization that we were aiming for the wrong target. We start off with good intentions, with what we thought was good information, and with what was supposed to be a good roadmap of how to get there, only to find out when we arrive that it’s not where we thought we were aiming! Sometimes the result is tragic, sometimes only a minor inconvenience.

The point is, STOP. Look at your life and see if where you are headed is where you want to go. Is what you are doing right now going to count for eternity? That is a question each one of us should ponder. Life is too short to be aiming at the wrong target. See you all next quarter.

Equal Employment Opportunity... Bright Future Electric is an equal opportunity employer and makes employment decisions on the basis of merit. Company policy prohibits unlawful discrimination based on race, color, creed, gender, religion, marital status, age, national origin, physical or mental disability, or any other consideration made unlawful by federal, state, or local laws. This policy also includes a perception that anyone has any of those characteristics, or is associated with a person who has or is perceived as having any of those characteristics. All such discrimination is unlawful. We will comply with all applicable laws. If the company determines that unlawful discrimination has occurred, effective remedial action will be taken commensurate with the severity of the offense. Appropriate action also will be taken to deter any future discrimination. The company will not retaliate against you for filing a complaint and will not knowingly permit retaliation by management, employees or co-workers.



Bobby Steele

Pre-Construction Central FL

Things are still busy in estimating! Louie, David, Bob, Andrew, and I have been working hard, including a few weekends, to keep up with all the bid requests. At this time we have over 22 requests for pricing of new projects that will take us into the second week of June. We have been awarded a few nice projects this month – the Catholic Faith Center and the Vistana 11th floor renovation. We continue to work at building a back log of new work. We are trying to finalize several large projects in the next few weeks including over 44 pending jobs (for a total of \$36 million), and we are hoping to be successful on closing these deals before month end. Finally, special thanks from all of us in estimating to the field for working hard on your projects and for impressing the general contractors so that they want us to bid additional work! Please know we are working hard to secure your next great project!

David Lewis - Service Alabama

The Service Department in Birmingham is very busy with an increased number of calls. We have the best service men in Birmingham... I'd even say in Alabama! We have had some great help from the Construction Division on getting work done on some of the small jobs.

We have completed the following; the pool cameras for the YMCA in Alabaster phase one, the Kangaroo gas station project, Renaissance Consignment, Rain Bird Line 5, 6 & 7, the Sylacauga Generator Project and several other small projects. We have started or will soon start: the La Quinta Inns, the Harbert Center Elevators, the Southern Progress computer room and several Chevron Gas stations. Service calls are up this year, and we have mailed out more "small" invoices this year than in the past. One of our service men, Dennis, was off work for a few weeks, and we're glad he's back! I would like to welcome Grant and Robert to the Service Department.

Again, thanks to all the service men and others that have helped lately because without your hard work and dedication we would not be here. Always remember Rule # 1 ... THE CUSTOMER IS ALWAYS RIGHT!

Tony Egler - Senior Estimator West Coast

It's great to be back working with Steve, David and the whole crew. I'm very excited by the projects we have bid and the budgets we've worked on since my return to the company in early April. It feels like the Florida's west coast market has turned a corner and we're poised to take advantage of it. Building on the success of this past year, we are positioned in both Sarasota and Fort Myers to be the "Go-To Electrical Contractor" for pre-con budgets and negotiated work. The strategy of targeting specific general contractors and focusing on types of work where we believe we have an advantage is really beginning to pay off.

The big news is that we recently bid the University Towncenter Mall in Sarasota to dck Worldwide and we got our bid done! It's about \$11M of work split into five bid packages, Building Electrical, Site Electrical, Fire Alarm, Security and Telecommunications. We are currently the only electrical company involved with dck Worldwide and are on site doing the site underground. It took all of us working together to conquer this beast, and I was reminded how much better it is working together with a dedicated group of people who care about their work more than their egos. I would personally like to thank Steve, David, Andy, Brian and Forrest for their work and dedication.

Also, in the past month, we bid Florida Gulf Coast University's Dorm #5 with Manhattan Construction in Fort Myers at approximately \$2.3M and the Sarasota High School renovation project with Tandem Construction in Sarasota at approximately \$3.3M. We have had positive feedback on the FGCU Dorm #5 project and also feel that we have a good number on the High School. Both should be awarded soon, starting by June.

We have budgeted over \$10M in projects this past month including \$6.5M for additions and renovations to the Lee County Sports Complex in Fort Myers for Manhattan and \$1.8M for Riversong Apartments for National Development Corporation (NDC) in Bradenton. We are also negotiating the Philippi Shores Memory Care Center in Sarasota and Goodwill's corporate office in Bradenton with NDC.

Like I was saying, it feels like 2006 again and the future looks Bright!!



Roy Holmes - PM Alabama

We are still busy trying to keep customers happy and our men busy. Since the last newsletter we have completed an office build-out for the Lakeshore Foundation. This facility trains and hosts Olympic paraplegic athletes and wounded soldiers. Scotty Scott headed up this project with the help of Mickey Hawkins.

Burt (Burty) Watson has started more work for St. Vincent's East Hospital in Birmingham. This facility continues to call us for additional work. Burt and crew are currently working on a Sanitizer Project that is designed to cut down on the transfer of infection disease. We have added fiber and data for communication as well as several other small projects.

Victor Hathcoat and Brad Leatherwood are working on the Kloeckner (clock-ner) Metals project with Brasfield & Gorrie just outside Mobile, AL. We are just over a month away from completing another successful job with a well satisfied owner and general contractor! This has been a great job for us, and we are pricing more work in a couple of other states for both this owner and for Brasfield & Gorrie.

We are working on an elevator upgrade at the UAB Medical West Hospital. Brian Wilson is doing a good job and has done a lot of the work as a one man show. This is the first time in a long time we have worked in this hospital and hopefully it will be the start of another great Bright Future relationship.

The Hybrid Operating Room Project at UAB hospital been an experience for all of us. As I stated before, this is the first of its type in the state of Alabama and only the 3rd in the nation. Wes Perkins had done an outstanding job in putting this project together and working many weeks of nightshifts to meet the demands of this project. David Syx is his new assistant and Gene Cheshire (Guido) and others have been a huge help working on the weekends. A great big "Thank you" to Wes for an outstanding job!

Another Project with Brasfield & Gorrie is the three phase office build-out for the trucking company Montgomery Transport. Rich Oden and Ben Buckelew have done a great job and will finish this one up at the end of the month.

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