



CONNECTIONS

August 2010

WHAT'S HAPPENING AT UMC

Southern WA Division

What do you mean we have an office down south?

A few weeks ago, a vendor shared a story with me about one of his sales calls to a 'Big UMC jobsite'. He told me that when he mentioned his next stop was to pay a visit to the UMC 'Fife' office a few of the UMC jobsite team members asked, "What do they do...? What type of projects do they chase...?" The vendor laughed and told me that he responded by saying 'well, they are just like you, doing the same thing that you focus on here...only for projects down south'. We shared a laugh and continued about our business at hand but the story he told was imprinted in my mind...

We work hard at attempting to inform our customers of 'what we can provide and what we do best' however we have not completely reached a group that is one of our most important marketing tools... **our employees.** I hope to shed a little bit of light on 'who the Fife office is' for those who may be new to the company or have not been part of our 'vendors sales call impromptu presentation'...

UMC - Southern WA Group

For 90 years, UMC has built a strong legacy of consistent innovation and client satisfaction. Recognizing the needs of our customers, in 2007 the **Southern Washington Group (SWG)** was established to provide a locally based dedicated team, committed to understanding the mechanical needs of our customers in the area. The Southern Washington Group is currently made up of the following team members: Project Coordinator - Chris Sandhop; Project Engineer - Krista Powers; Project Managers - Marshall Nichols, PE and Janelle Jones; Superintendent - Steve Ashworth and SWG Manager - Maria Boyer.

Our focus is on securing and executing new construction and tenant improvement work primarily in the medical/health care; mixed use / office and government market sectors. The project delivery methods executed by the SWG include plan/spec, design assist and design / build.

In staying true to UMC's strength, the Southern Washington Groups focus is on opening doors into medical facilities in Pierce, Thurston, Kitsap, Mason and Grays Harbor Counties. Owner representatives from facilities in these areas have been extremely clear that having a local presence is very important in supporting their overall business model. The following is a sample of those facilities:

Hospital / Medical Facilities

- Good Samaritan Hospital, Puyallup
- Providence St. Peters Hospital, Olympia
- Capital Medical Center, Olympia
- St. Joseph Medical Center, Tacoma
- St. Clare Hospital, Lakewood
- Grays Harbor Community Hospital, Aberdeen
- Port Angeles Hospital, Port Angeles

With the consolidation of Joint Base Lewis/McChord and the Naval Base in Kitsap County in our backyard, the SWG has had a major percentage of our backlog growth driven from the Government sector. Those representative projects include:

Government

- Naval Hospital Emergency Generator Power Upgrades, Bremerton
- McVeigh Gym Renovation, Ft. Lewis
- SOF 200 Person Aviation Barracks, Ft Lewis
- 3rd Division 228 Person Barracks, Ft Lewis
- BCT Increment #2 Stryker Brigade Expansion, Ft Lewis

The SWG is just starting the Design Build WSECU Data Center Relocation Project for Wright Runstad with Goudy Construction in Olympia. This project is slated to be complete by November. Others recently completed include:

Mixed Use / Office Buildings

- University of Washington Assembly Hall, Tacoma
- WSECU Head-quarter's Building & Parking Structure, Olympia
- WSECU Tenant Improvement, Olympia
- WSECU Data Center Relocation, Olympia

The SWG team has also recently partnered with the Trane Company's Energy Group in executing several of their Energy Conservation Measure Projects:

Energy Services Projects

- Bldg 94 / Bldg 206 / Bldg 1002 / Bldg 5000 - (4) Separate Energy Conservation Measure Projects with the Trane Company at Keyport
- Renton Hazen Boiler Upgrade, Energy Conservation Measure with the Trane Company

Initially only serving as a remote office to those road weary employees from the south-end, University Mechanical has been a resident of Fife in its current location for the past seven years. The SWG has expanded the use of this space and has found itself in need of a little more elbow room to accommodate the current business plan. The SWG will be relocating to a new space in the same business park by the first of September.

So, next time you find yourself traveling south bound on I-5 past Fife, swing by and say hello to your Southern Washington Team Members.... Tell your friends and potential clients "what we do" ...with a slight edit to the simple words of a vendor, "*the SWG is an extension of UMC, focused on*

meeting the needs of our clients for projects primarily in Southern Washington."

Swedish SummeRun



Five UMC employees - Andrea Szalda and her daughter Alyssa, Toni Adams, Liz Spell, Renee Leon, and Gail Kinner participated in the 16th Annual Swedish SummeRun on July 24th.

The event had 3,600 participants and raised more than \$426,000 to support of the Marsha Rivkin Center in its mission to save lives and reduce suffering through improved treatment, early detection, and prevention of ovarian cancer.

The Swedish SummeRun was begun in 1993 by Saul Rivkin, MD and his five daughters, with the help and support of Swedish Medical Center, in memory of Marsha Rivkin and in recognition of the ongoing fight against this deadly disease. Since 1993,

Swedish SummeRun has raised over \$3.5 million towards ovarian cancer research.



Birthdays

August

- 15 Doug Smith
- 17 Bruce Freeman
- 23 Toni Adams
- 24 John Strand
- 24 Les Bouck
- 25 Curtis Watson
- 27 Troy Lowery

September

- 5 Mary Bouck
- 6 Karen Langeberg
- 13 Ned Miller
- 18 Troy Turpin
- 20 Leah Holden
- 20 Kathy Jenkins
- 28 Lloyd Lagutang
- 29 Mike McNeil



Anniversaries

5 Years:

- Davin Chea (Aug)
- John Wildt (Aug)
- Lance Vann (Aug)
- Sonja Cotterell (Sept)
- Scott McDaniel (Sept)



2010 Calendar of Events

AUGUST

Summer Picnic
Sunday, 8/8
10:00am-2:00pm
Cottage Lake Park, Woodinville

SEPTEMBER

Golf Tournament
Sunday, 9/12
7:00am-2:00pm
Harbour Point Golf Course

OCTOBER

Trick or Treat Party
Thursday, 10/28
3:00pm-5:00pm
UMC

DECEMBER

Santa Party
Thursday, 12/9
5:00pm-7:00pm
UMC

JANUARY, 2011

Holiday Party
Saturday, 1/15
6:00pm-Midnight
Lynnwood Convention Center

New Hires



Parris Talbert started working at UMC on 7/6/10 as a BIM Coordinator. Prior to joining UMC, Parris held several positions during his five years at MacDonald-Miller, including Engineering CAD Lead, Blocks Group Supervisor, and Production Detailer. He has sixteen years of drafting and CAD experience ranging from high tolerance machine parts for industrial lasers to HVAC and large cryogenic fuel processing systems. Parris enjoys fitness and being a family man.



Tom Donaldson started working for UMC on 7/12/10 as a Purchasing Agent reporting to Rick Coulter. He has over 20 years experience in the commercial mechanical industry, with nearly 16 years on the wholesale side of the business in various roles from outside sales to branch management. Tom has two kids, a daughter and a son. He enjoys golf, sports and traveling with his wife Kanani.

STAR Performer - 2nd Qtr.



Kenny Zeumault