



# CONNECTIONS

October 2008



## CEO Corner

What interesting times...

It is incredible to me to see some of the strongest financial institutions in the world crumble and fall. In some ways, adjustments are good. They cause us all to take a closer look at how we are doing business and evaluate the potential risks. For example, the Enron disaster resulted in scrutiny of corporate ethics and integrity - concepts that had become foreign to some businesses. At the same time, the current scenario is far more serious than an "adjustment".

As I've noted in past newsletters, UMC is in a very good position in spite of the terrible economic conditions. We have a solid backlog of work and have remained profitable through these tough times. Further, we manage our company conservatively and remain very solvent. UMC does not utilize a bank line and we do not rely on credit to finance our business. We pay our vendors and subcontractors promptly and, as a result, foster excellent relationships with them. We have outstanding relationships with our core client base and enjoy prompt payment on most of our projects. I will always run the business with this philosophy and these goals at the forefront.

Now, having stated all of this, can we stroll forward with rose-colored glasses and know that all will be

fine? Absolutely not! The economic disasters that continue to unfold are unprecedented in our history. The economists have stopped comparing our current economy to the Savings and Loan debacle and are now comparing it to the Great Depression. We need to be frugal, work our hardest to assure profitability and confirm the solid financing of our projects. We need to redouble our focus on our respective responsibilities and assure that all of our projects are over-managed.

In short, I would not be genuine by telling you not to worry about a thing and that all is good. I am very confident that our planning, talent, backlog, relationships, history and hard work will enable continued success for UMC. Please come see me any time if you have any questions or concerns.

On another note...

We are now early in the 4<sup>th</sup> quarter of 2008 and it's time again to think about your goals for 2009 and what you've accomplished in 2008. Your manager will very soon be sending you the yellow "Coaching Input Sheet" (self-evaluation) to fill out and then review with him/her. This process is very important to the success of our company as we are all accountable for reaching our goals.

-Jerry Bush

## Safety

At University Mechanical Contractors, Inc, we care about the safety of our employees and their families. We know that dangers and risks change seasonally. Autumn is here and now is a good time to prepare your car for driving in the rain. Residual grease, oil, and grime make driving particularly slippery in the first rains.

There are several quick checks that can substantially increase your safety. Visibility is essential to safe driving. Check your windshield wipers: if they are cracking, smearing or chattering, install new ones. Get an ice scraper and keep your windshield washer reservoir filled. Keep your windshield clean and consider using a product like Rain-X to increase visibility.

Driving on worn tires is especially scary in the rain. Keep your tires properly inflated to the manufacturer's recommended air pressure. Check the pressure at least once per month. Rotate your tires every six to seven thousand miles. This will help detect alignment problems and prevent irregular wear. Check your tire tread depth: tires should have 1/16<sup>th</sup> inch tread depth in order to perform as they were designed. Proper tread depth will help prevent skids and hydroplaning.

## Safety - cont'd

Check your heater and defroster to insure both comfort and visibility. When your windshield fogs up, turn on the air conditioner to remove the excess water vapor and improve visibility. It is also a good idea to check the exhaust system for holes and leaks that can allow carbon monoxide to escape into the car.

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## Safety Stats

We had two recordable accidents in September, bringing our year to date total to eight. Our recordable rate is 3.49; less than half of the year to date September average for the last five years. This is truly an industry leading rate and we all should be proud of the improvements we have made. Keep up the good work: factor safety into every decision you make!

## STAR Performer-Oct.



Since 1999 Leah Holden, then Leah Templeman, has worked in several different positions here at UMC. While still in high school she worked in the detailing group with Brett Endres during summers and holidays printing field drawings and assisting with project administrative tasks. Upon

entering college she then transferred to Contract Administration where she has been an integral member of the team ever since. Leah graduated from the UW in 2005 at which time she came on board full time with expanded billing responsibility for many large, design/build projects.

Recently she has successfully completed administration for a number of UMC signature projects including Washoe/Renown Medical Center, SMC Ortho as well as the multiple Westlake Terry projects. The Westlake projects involved extensive cost substantiation audits of our billings by two of the high-profile owners. UMC just received acceptance on the last audit with the following quote to our customer "UMCI did a first rate job of substantiating their costs." Leah was entirely responsible for the billing substantiation on this project and fully met the customer's requirements and expectations. Current projects on her plate include Everett BEQ, MS Zune and the very challenging billings for Boeing's Renton facility expansion. In addition to her varied Contract Admin tasks she has also assumed accounting responsibility for the UMC Charitable Foundation.

Leah has never viewed any task as "too small" and approaches each assignment with exceptional attention to detail and a keen eye towards proactively anticipating any potential problems. You can always count on her to do whatever it takes to get a job done. Most importantly to UMC's bottom line is that she has built strong working relationships with our customers' accounting staffs and diligently pursues collection of payments. Leah takes full responsibility for

her projects and holds herself accountable for timely and accurately completing all of the requirements for our contracts - all traits of a UMC STAR Performer.

Outside of UMC, you can find Leah on most summer weekends at the Evergreen Speedway in Monroe filming and cheering on her husband, Mike, as he races around the track. Please be sure to stop by and congratulate Leah on being this month's STAR performer.

Written & Submitted by:  
Bill Laughlin

## New Hires



Jenn Rando started on September 15<sup>th</sup> as an Administrative Assistant to the Service Group. Jenn has recently moved to the Seattle area from Las Vegas where she last held a position as a Sales Associate for a commercial mortgage lender. Her previous employment positions include a variety of office and administrative functions. She enjoys playing golf and reading.



## Birthdays



### October

- 1 Bryan Eppler
- 1 Marj Schmidt
- 2 Ted Granston
- 14 Teng Vang
- 15 Brian Burton
- 19 Renee Leon
- 28 Jeff Buck

### November

- 1 Rod Eriksen
- 4 Jim Carlson
- 6 Rosalie Baxter
- 6 Todd Smith
- 7 Andrea Szalda
- 9 Steve Brooks
- 11 Sonja Cotterell
- 11 Rene Mendez
- 12 Randy Adams
- 13 Randy Bailey
- 15 Rick Davison
- 15 Greg Ferguson
- 22 Brigid Beavin
- 29 Bill Laughlin
- 29 Josh Bonciolini

## Calendar of Events



### October

30<sup>th</sup>-UMC Trick or Treat

### December

12<sup>th</sup>-Santa Party (UMC)

### January, 2009

10<sup>th</sup>-Holiday Party (Red Lion, Bellevue)



## Anniversaries

Gary Morgan - 5 years

## Golf Tournament Recap

The annual UMC golf tournament was held on a sunny, bright and quite brisk Sunday morning on September 7<sup>th</sup> at Harbour Point Golf Course.

The following winners were recognized for their golfing skills after a buffet lunch was served at the golf course:

### **1st Place -**

Greg Lincoln & Chris Happel

### **2nd Place -**

Audie Wallace, Larry Savell, Steve Brooks & John Munson

### **3rd Place -**

Nate Zeumault, Tim Murcay, Nate Harmon & Chris Bondelid

### **Men's Longest Drive #10 -**

Greg Lincoln

### **Men's Longest Drive #18 -**

Dean Petterson

### **Women's Longest Drive #10 -**

Gail Kinner

### **Women's Longest Drive #18 -**

Gail Kinner

### **Closest to the Pin #3 -**

Brian Burton (11', 4")

### **Closest to the Pin #7 -**

Andrea Szalda (9', 3")

### **Closest to the Pin #12 -**

Greg Lincoln (4', 9")

### **Closest to the Pin #16 -**

Rene Mendez (19')

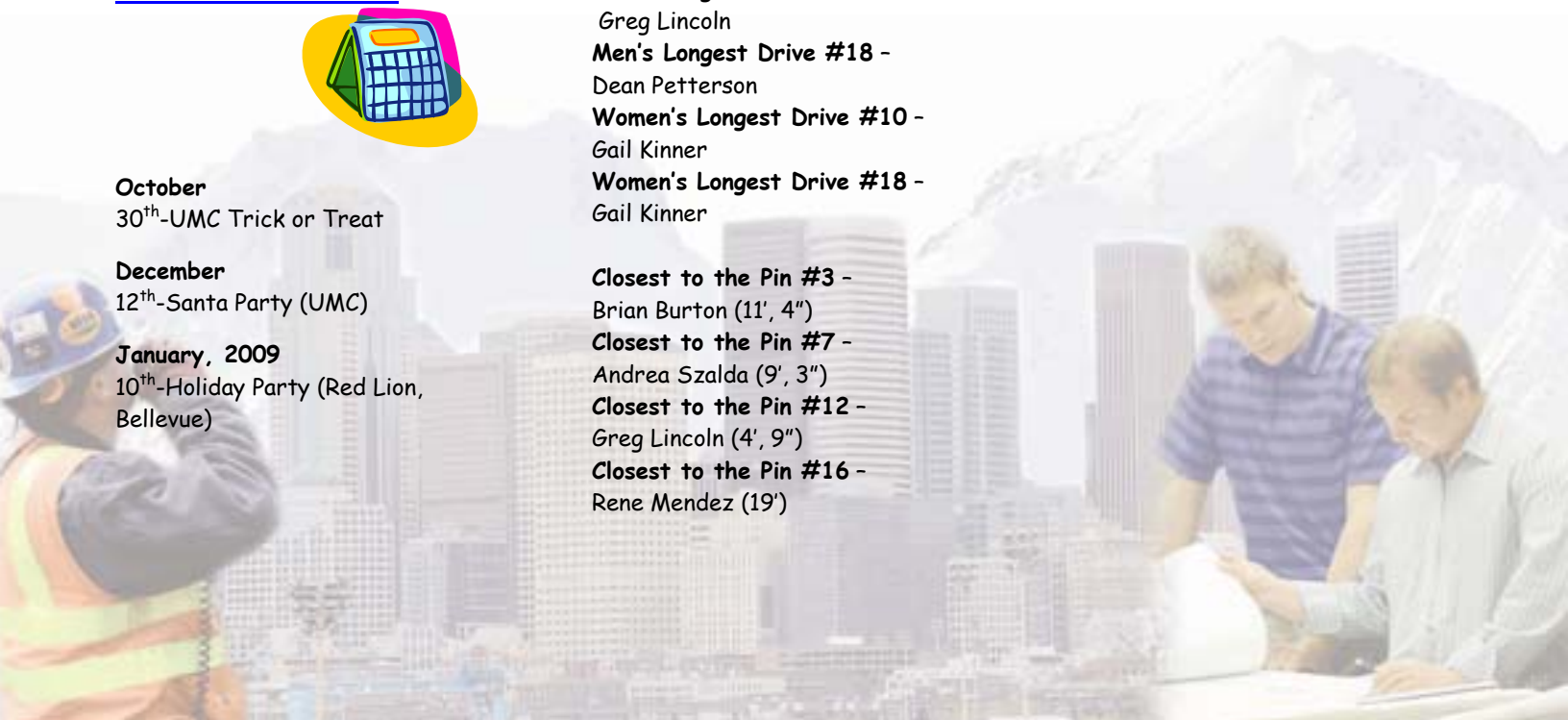
There was also a raffle held after the prizes were awarded and the following people were the lucky winners:

- Ron Durst
- Ryan Santeford
- Tim Murcay
- Bryan Eppler
- Ralph Saragina
- Karen Langeberg
- Nate Harmon
- Larry Savell
- Kevin Wood
- Ryan Hoggatt
- Dan Lehr
- Rene Soucy

Please mark your calendars for the first Sunday in September each year for the annual golf tournament.

Congratulations to everyone and hope to see you again in 2009!!!

NOTE: The photos from the golf tournament and any other UMC event (past and present) can be found by going to the UMC Intranet (Insider), "UMC Misc." and "UMC Photo Gallery".



## Trap Shoot



**CONGRATULATIONS** to our own Team "Hot Shots" who placed 2<sup>nd</sup> at the 4<sup>th</sup> Annual Master Builders Care Foundation Trap Shoot.

The UMC team consisted of:

- Henry Biggs
- Jerry Bush
- Matt Mifflin
- Randall Gaylor
- Tom Boysen

**Matt Mifflin** won 3<sup>rd</sup> place overall best shooter!

This event was held on Friday, September 19, 2008 at the Kenmore Shooting Range and "Hot Shots" received a large trophy, which is proudly on display, for their marksmanship skills. Way to go "Hot Shots"!!

## Night at the Races:

UMC employees and their family recently attended "Night at the Races" at Evergreen Speedway in Monroe. This event was sponsored by UMC - the attendance was great and everyone had a fun time - we're just getting our hearing back now!! Below is a photo of Mike Holden's race car with the UMC logo on the rear quarter panel that was also sponsored by our company.

