

## Denver Masons Create Space for Productivity in Tight Working Conditions by Seth Cole

Jon Lest, Project Manager for Division 60, knew our crew was going to be challenged to grout the top course of CMU at each of five levels of the Colorado History Center project. The plans called for 2" airspace between our CMU and the cast-in-place concrete above. Rather than just assuming we would lose productivity for this portion of the work, Jon invented an attachment to the pump hose to allow the crew to lay the top course of block just as they would any other course and grout later. The attachment was drawn up by Jon and fabricated by his family members and has been in use almost daily since the spring. Jon has applied for a patent on the device. For his efforts, Jon is the first recipient of The Gallegos Corporation Innovation Award (see description below). Congratulations and great work Jon!



## New Program for all Employees – The Gallegos Corporation Innovation Award Program

By Seth Cole

We all know that the work we do is challenging by its nature. With the right mindset, these challenges can become opportunities to make our work easier and more productive. The Gallegos Corporation has created a new program by which new ideas and methods created by employees will be awarded.

Description – The goal of this program is to award employees who develop new ways of improving the efficiency of the work we perform on a daily basis. **A \$500 cash reward will be distributed to the winning entrant on a quarterly basis.**

Process – Submissions for innovative tools or methods must include a written description of the innovation as well as photos and concrete evidence of the innovation's effect on efficiency. All submissions must be sent to Seth Cole prior to the last day of each quarter. A judging panel consisting of 1 member of each division will vote on the entrants each quarter and award the prize to the inventor.

## Business Development Update by Dave Little

As we head into the 2011, we wanted to give everyone an update on new projects we have been awarded since December 1, 2010. The Denver and Aspen divisions have accounted for the largest amount of dollar volume; Vail and Sun Valley remain slow although both areas are seeing an increase in request for proposals. Hopefully we will see these two regions start to follow Aspen and Denver in their acceptance of work; we have priced the CMC addition in Steamboat and the High Altitude Aviation Training Site (HAATS) in Gypsum.

Some of the projects we have added to our backlog include the Aspen Valley Hospital, the Dahl residence and the Spruce Lodge addition in Aspen. In the Denver region we added the Denver Data Center and Union Station Bus Terminal.

Projects we currently have under contract but have not started include stucco and stone work at the Valley View Hospital in Glenwood Springs and the Ralph Carr Justice Center stone, both of which will begin in June. We were just awarded the parking structure at the Justice Center too so Gallegos will have three projects on two adjoining blocks in downtown Denver: the parking structure, the History Center Colorado and Ralph Carr. Finally, we have concrete, masonry and stucco crews hard at work at the Colorado Mountain College campus in Edwards.

## Donations Ease Holiday Hunger

Just before Christmas, The Gallegos Corporation and its employees donated hundreds of pounds of food to area food banks in Denver, Aspen, Vail, Sun Valley and Telluride. Gallegos also made a difference by donating cash to food pantries and charitable organizations.

"The season is about compassion as much as it is about celebration," said Gary Woodworth, CEO. "I am proud to be able to have Gallegos make contributions when it's so desperately needed. And it's not just coming from the corporation, the entire staff at Gallegos has donated non-perishable food items to stock pantries' shelves."

Over the course of December, Gallegos employees have donated time, money and food—feeding hungry families, providing presents for needy children or heating homes.

The Gallegos Corporation continues in the traditions, generosity and paths of its founder, Gerald Gallegos, by encouraging its employees to be involved in their communities. Suzanne Gallegos, Chairman of the Board, is pleased to be able to assist local nonprofits.

"We are in challenging times right now, but Gallegos remains a strong company," Suzanne said. "We are determined to continue to give in ways that are responsible and benefit our communities."



Suzanne Gallegos, Tsu Wolin Brown from the Salvation Army and Gary Woodworth.



Jim Bingaman (Aspen Masonry division president) Gary Woodworth and Mike Powell, executive director of Lift Up.



Jeanne Liston, Executive Director of The Hunger Coalition in Idaho receives a check from John O'Meara, Idaho Masonry division president.



Scott Christensen (Denver division president) presents a check to Kevin Seggelke, president of Food Bank of the Rockies in Denver, along with Max Sedbrook.

## Gallegos Receives AWCI Award

The St. Anthony West Hospital project has been awarded the 2010 Excellence in Construction Quality Award by the Association of the Wall and Ceiling Industry, or AWCI. Division 60 performed the stucco, faux stone, precast, and plaster scopes for GE Johnson and will be completed with the work in March 2011. The project was run by Max Sedbrook and Robert Massey, with a peak workforce of 45 craftsmen whose efforts and dedication resulted in a high quality and very successful project. Thank you for the great job!

# Birthdays, Anniversaries, Company Updates

## & Employee News

### February

- 1 Mimi Trombatore, (21); John O'Meara (23)
- 2 Gary Woodworth (10)
- 6 Juan de Dios Astorga (60)
- 12 Sylvia Connely (60)
- 15 Dani Ettles (10)
- 17 Sergio Vallejo (60)
- 18 Mario Becerra (20); Daniel Maxson (60)
- 19 Raul Fernandez Rodriguez (60)
- 20 Juan Perez (23)
- 24 Kenny Fairchild (31)
- 28 Oscar Garcia (40)

### March

- 1 Benedetto Vitale (40); Rosendo Hernandez (60); Paini Lautaimi (60)
- 2 Sergio Villasenor (60)
- 3 Pedro Chavarria Tores (60)
- 5 Miguel Jimenez (60)
- 6 Angela Vincent-Suntken (10); Jason Ingles (60); Severiano Loya (60)
- 7 Caroline Gallegos (10); Martin Castanon (50); Melanie Maxson (60)
- 8 Juan De Dios Fernandez (60); Jose Pinela (60); Juan Rodriguez (60)
- 9 Jose Chairez (20)
- 17 Marcette Gordon (40)
- 18 David Johnson (40)
- 21 Oscar Ramirez-Almaraz (20)
- 26 Jon Lest (60)
- 27 Linda Giordano (10), Julio Martinez (60), Jose Vallejo (60)
- 28 Jason Bozzuto (23); Geoffrey Soelter (31); Victor Vega (60)
- 30 Matthew Steiner (60); Paul Twining (60)

Melanie Maxson, seasonal part-time employee of the Gallegos Corporation's Division 60 since 2006, graduated from Concordia University, Nebraska this December. She is the daughter of Kent Maxson, niece of Ric Maxson, cousin to Daniel Maxson, and sibling of Katie Nelson and Matt Steiner, also Gallegos employees. She has a Lutheran teaching degree in Theology and Drama and enjoyed participating in theater productions and singing in multiple choirs at Concordia. In 2009, she and her fiancé traveled with the Concordia A Cappella choir to Spain, Italy and Austria to share the Gospel of Christ through music. Melanie is newly married and looking forward to moving to Texas with her husband to look for a teaching position.

**BABY NEWS**  
Congratulations to Casey Kraft (Division 50) and his wife, Lindsey, who welcomed Paisley Anne Kraft into the world on January 9. Everyone is doing great.



Adalena Harrison was born to Ben (Division 21) and Andrea Harrison on January 19 at 3:45 am. She weighed in at 8lbs, 4 ounces, and 20 inches long. 'A little sumo wrestler.'

Dennis Hawley (Division 40) and Jessica Abalos had a beautiful baby boy, Ryder Wayne, January 26 at 6:52 am weighing 7lbs, 4oz. Everyone is healthy and happy.



**One Year**  
Pablo Najera (50), Jesus Zacarias, Jr. (60), Sergio Villasenor (60), Jorge Ivan Avila (60), Bryan Kahtava (60), Jesus Sanchez-Perez (60)

**Two Years**  
Jose Guerrero (31)

**Three Years**  
Max Sedbrook (60), Seth Orione (21), Juan Carlos Perez (23), Sheryl Gallegos (10)

**Four Years**  
Michael Gifford (31), Jeremiah Paris (50)

**Five Years**  
Nicolette Leigh (10), Jaime Hurtado (23), Melanie Maxson (60)

**Six Years**  
Agapito Chairez (20), Jose Chairez Morena (20), Travis Carpenter (21), Sam Evancho (31), Jon Lest (60)

**Seven Years**  
Rodolfo Garcilazo (21), Dennis Hawley (40), Heather Hower (10), Joaquin Martinez (21)

**Eight Years**  
Erasmus Morales (21)

**Nine Years**  
Bill Dermody (31), Mario Becerra (20), Hector Herrera (60)

**Twelve Years**  
Salvador Velasco (90), Ariel Rodriguez (40)

**Thirteen Years**  
Jose Garcia (90), Benedetto Vitale (40)

**Fourteen Years**  
Ignacio Gallegos (20)

**Fifteen Years**  
James Heinritz (60)

**Seventeen Years**  
Baudelio Rivera (2)

**Eighteen Years**  
Mike Morrissey

**24 Years**  
Ruth White (10), Mike Cleveland (50)

Faye Gulini, Mike Woods' part-time daughter is continuing to make a name for herself on the Boardercross scene. She missed placing in the top 15 recently at the World Cup in Spain by 1/100 of a second. She raced hard at the X Games in Aspen in late January but hit the board of the racer in front of her. Next she is heading to Nevada and California for more races.



# The Gallegos Gazette

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## 2011 Gallegos Corporation Strategic Planning by Angie Vincent-Suntken

The 2011 Gallegos Corporation Strategic Planning Retreat was held at the Cordillera Valley Club on January 17<sup>th</sup>. Twenty-plus people from all divisions attended the all-day session. The purpose of the retreat was to re-cap the past year and to re-set goals and expectations for the present year. We did have one other BIG goal in mind and that was to review and get everyone's feedback on a revised Mission Statement. After much discussion and ideas, we have an updated Mission Statement in place!

**Lead our industry by creating value for our customers, employees and communities through safe, quality construction of the highest professional standard.**

Everyone around the table had a chance to share a personal and professional goal for 2011. It gave us a chance to get to know everyone a little bit more outside of the work place. It was pretty unanimous that we all want to be the best we can be whether at work or home. Gerald left a part of his heart in us all and the daily achievements that we all want to accomplish to move forward in his legacy.

After sharing successes from 2010, we buckled right down to work in gearing up for this year's challenges. 2011 will have similar challenges as 2010 in acquiring work coupled with tight budgets and the need for strong execution. Although we have a tough year ahead of us we all know that the goals we set are achievable with the hard work and dedication of an amazing organization. We want employees at all levels to know the importance of each and every decision we make, and why the decisions are so critical to meeting our 2011 goals. Each division will also be setting their own goals to support the overall goals of the organization.

Finally, it is an affirmation of how many great people make up this company. To see the talent, dedication and commitment to each other's success and to the success of the Gallegos Corporation ensures great success in the future.

"We are all the COOs of this construction company!" - Randy Olin



## Gallegos

Building Solutions for Distinctive Projects

### The Gallegos Corporation's Mission

Lead our industry by creating value for our customers, employees, and communities through safe, quality construction of the highest professional standard.

Strategic Planning 1-17-2011