

## GALLEGOS NAMED HEAD OF MESA STATE TRUSTEES

Glen Gallegos was elected chairman of the Mesa State College Board of Trustees during a meeting held earlier this month in Denver. Gallegos has been a trustee of the board since January 2005 and will move into the position as the college continues several of its capital improvements. Gallegos term will expire in December 2009.

For 26 years prior to coming to The Gallegos Corporation, he worked as an administrator, teacher and coach in schools both in Eagle County and Mesa County. Mesa State College in its charter serves 14 counties on the Western Slope, Eagle county being one of them. With the college growing and adding a community college component to its charter it is meeting the needs of the Western slope. Each year there are many students from Eagle county who are taking advantage of the excellent programs and training being offered at Mesa State.

Gallegos earned an associate's degree in 1969 from Mesa State, a bachelors degree in English and Social Studies from Western State, a masters degree in educational administration from The University of Northern Colorado and is finishing a doctoral program in leadership from The University of Denver. Over the years Gallegos has served on many boards and organizations in his community.

## Employee of the Month



Jaime Luna is July's employee of the month. Jaime, a plaster foreman for Division 32, has been with The Gallegos Corporation for almost four years, and has proven to be an invaluable employee, said Kevin Hughey, Division 32 Operations Manager.

"Jaime has been very instrumental in running the pump crew at St. Francis," said Kevin. "He is currently helping Division 31 getting their pumping operation going at the Arrabelle project." Kevin adds that over the last month, Jaime has put in many hours getting the basecoat up at Arrabelle.

"Jaime is a huge asset to The Gallegos Corporation," Kevin also said of Jaime. When not working, Jaime plays soccer in the adult Mexican league, and enjoys hanging out with his five year old son.

It is great to have employees like Jaime on The Gallegos Corporation team, thanks for all you do!

## Safety in a Man Basket by JC Stocum

Clay Banks, project foreman at the Bayle Holdings project at Denver's Polo Club recently found a creative alternative to building scaffolding on the roof to finish the chimney caps. He constructed a "man basket" that could be swung into place by a crane and wedged against the chimney itself. The man basket was able to be locked in place using wedge-shaped blocks that used the weight of the basket itself and the employees in it to prevent slippage. The employees wearing safety harnesses were tethered to safety anchors in the top of the chimney and, in the event of an emergency, would be completely independent of the man basket. Our insurance company representative came to the project site to inspect the man basket and deemed it safe for construction and complimented Clay on its design. The man basket saved the project valuable time in constructing multiple scaffolds as it could be reused on all three chimneys. It also prevented any damage to final roofing materials that were already in place. This is the kind of innovation that we love to see at The Gallegos Corporation!

## Gallegos teams up with FMI to Build Leaders One at a Time by Lisa Ponder

Improving leadership takes commitment, tenacity and is a life-long process. The Gallegos Corporation has recently sent members of its upper management to FMI's Leadership Institute to continue to help build even better leaders.

In the past few months Gary Woodworth, Jake Jacobson and Lisa Ponder each spent a week at FMI's Leadership Institute. The week was designed to help those in leadership positions in the construction industry to recognize their leadership style and give them new tools to make adjustments that will benefit themselves, their team and this company.

"Leadership is a journey, not a destination," said Jake Jacobson, Division 20 President. "Training is a continuing process of learning and training." He added that at the week-long seminar they participated in a variety of simulations and competitions that ultimately led to the final project—The Bridge.

To find out more about their leadership styles, the three took a 3-hour natural abilities test, the Myers-Briggs Type Indicator Personality Test and had an average of 18 people they worked with give them feedback in a 360 degree performance review. All three have strong natural abilities and decisive personalities. The week focused on teaching leaders to set direction, align resources and motivate and inspire their team. The skills taught help equip leaders with the coaching and mentoring skills needed to raise up the next generation of leaders.

Jake agrees with this assessment, saying, "To find new leaders within the company, they must have a good leader to start with." There are many up-and-coming future leaders at The Gallegos Corporation, and these kinds of trainings can only serve them well.

Both Gary and Jake headed up 10-person bridge building teams during the culminating leadership exercise that focused on thinking strategically. Lisa was assigned as the "runner" for the same exercise and was responsible for relaying technical information on the building of the bridge from the off-site engineer to the assembly team. This was

a huge stretch for Lisa as her natural ability for spatial relations visualization was 5 percent out of a possible 100.

"Being the runner really challenged me," said Lisa. "It reminded me there are many ways to look at problems and a variety of solutions. I enjoyed the seminar and definitely learned a lot about myself and leadership."

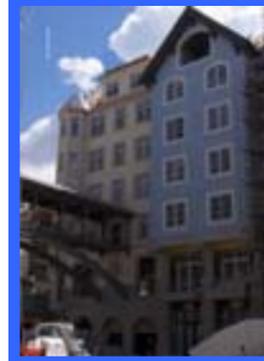
The week ended with two hours of one-on-one coaching sessions with senior FMI consultants, where results of the three assessments taken and had Gary, Jake and Lisa set goals and prepare action plans to accomplish those goals when they returned to work. The Gallegos Corporation will continue with its commitment to training its employees and will send more of its leaders through this program to build an even stronger leadership team.

### Gallegos Managers Learn to Use their Resourcefulness and Initiative

The Gallegos Corporation is committed to training all of its employees, whether young Project Managers or long-time Division Presidents. On June 4<sup>th</sup> and 5<sup>th</sup> over 40 Gallegos managers gathered for Franklin Covey management training. The training focused on managing yourself, leading others and unleashing potential. Those who attended were asked to decide what contribution they wanted to make in their current positions – so be sure to ask your manager what his/her contribution will be! We learned about putting first things first and coming up with win-win solutions to problems at work. We also learned how to be Empathic Listeners and how to give honest, accurate feedback. Highlights during the two days included the astute contributions by our intern, Ryan Turner, and some honest feedback on our division presidents – at least those who were not in attendance. We hope those who attended took back two or three things that they are applying in the daily life to be better managers. Thank you to everyone who spent the two days learning with The Gallegos Corporation.

## Project Update: The Arrabelle at Vail Square

by Dave Little



Come December 2007, tourists and second home owners will be thrilled to set foot into the freshly completed, and long-anticipated, Arrabelle at Vail project. The Gallegos Corporation is a key component to getting the project completed. When Arrabelle is complete, TGC crews will have provided all the concrete flatwork and site concrete; pavers, stone paving, cast stone, stone veneer, fire-place rough-ins, CMU and interior limestone; stucco and Venetian plaster and all common area marble/granite tile and slab work, terrazzo and specialty tile work.

"The Arrabelle project by far is the most challenging and demanding project I've worked on," said Steve Kalabany, Div. 20 PM for Arrabelle. He adds the work effort of the masonry crew is fabulous: they are working 6 days a week and will do so until completion. Andres Arguelles is an additional superintendent to help Fidel Dominguez supervise the increasing crew and multiple scopes of work.

"Our crews are beginning to ramp up dramatically at the Arrabelle project," said



Dave Little, President of Business Development. "With the onset of warm weather and a goal of completing the project in December 2007, the masonry, stucco and concrete crews have been monitoring predecessor work and are adding to their crew size."

The job site is dotted with Gallegos employees—currently, Vail Masonry has 40 men, Mountain Plaster has 25 men working stucco and concrete crews vary with pour sizes. The Mountain Plaster and Marble/Granite divisions will have crews working on the lavish interiors in July. Close to 100 workers may be on site this summer.

Scaffold has come down on the north and west elevations of building D – there are 4 buildings sitting atop an underground parking structure – revealing an exterior that was modeled after mountain villages in Europe. The exterior skin has cast stone window and door surrounds and various pastel shades of stucco.

This building has dramatically altered the Lionshead landscape, and The Gallegos Corporation is proud to be part of the project. This is a project that highlights all that TGC is capable of and will certainly be a big addition to our growing list of unique and distinctive projects.



## Marketing Team Continues to Spread The Gallegos Story

by Dacia Belisle

The marketing duo of Sam Johnson and Dacia Belisle continued to give their presentations to a host architecture firms, this time in Sun Valley. John O'Meara (Div. 23 President) arranged presentations at a myriad of architecture firms which were met with enthusiasm.

"I was so pleased to have Sam and Dacia visit us in Sun Valley and McCall," John said. "Their presentations to our clients were very well received and will help our future completion of distinctive projects in our market area."

The first visit was with the area's premiere architectural office of Ruscitto/Latham/Blanton Architecture. More than 20 architects, including principals attending the presentation, which was tailored for the Sun Valley Market, and focused on solutions to the effects of climate on masonry. As a solution to

the shortage of quality materials currently available, the new product lines of imported dimensional paving materials were debuted. In particular, the Indian and Chinese sandstones were met with great enthusiasm.

"I enjoy tailoring presentations to the various architecture firms," said Dacia Belisle. "Every time we do a presentation, I am pleasantly surprised with the feedback, the number of detailed questions, and the relationships we build on our business trips."

The second visit was with Engelmann Construction, with whom the Sun Valley office does a lot of masonry work. The same technical presentation was given, with slightly different questions asked, but the same positive feedback. It was at this meeting that a great number of the presentation stone samples did not make it to day three.

The final presentation was in McCall, with an architectural firm that has worked closely with The Gallegos Corporation on several occasions. This firm was especially interested in stone veneer and paving details that will help combat Mother Nature's harsh effects on exterior stone installations.

More than 50 individuals attended the week's presentations. We are confident that though relationships with these firms were previously well established, the companies were reminded of the knowledge and solution-oriented passion of The Gallegos Corporation.

The marketing team continues to give presentations across Colorado to architects, GCs and interior designers. In addition, keep an eye out for an updated web site and new marketing materials.

## Stone Yard Debuts Product, Sees Unprecedented Sales by Andrew Schmidt

On May 19, 20, and 26, The Gallegos Stoneyard hosted its twelfth annual Memorial Day Sale. Salesmen Frank Gutierrez, Jeff Nelson, Jose Angel Garcia, Andrew Schmidt, Braidy Boen and Rick D'Erice were on hand to present customers with the largest variety of inventory available in the Rocky Mountain Region. Francisco Saenz, Salvador Lopez, Jose Luis Lopez, Carlos Robles, William Phippen, Juan Carlos Parra, and Justina Castaneda also helped provide the manpower and machines to help fill the customer purchases area as it grew.

Several goals established this year were to beat last year's sales volume and free up space in overstock/discontinued stock.

The first decision to tackle was "how low can we go?" We decided that lower price equals increased volume. But how much risk should we take? After conducting research, we fixed the lowest possible prices we could charge and still be profitable over the most futures. To this end, prices were lowered more than ever before to encourage people to BUY, and individually tailored, clearance prices were created for discontinued items. It worked!

The perennial problem of the Memorial Day Sale is "how do we organize?" Firstly, we relocated our regular stock samples adjacent to the customer "entertainment" area to avail clients of our full product line, catering to all varieties of consumer taste. For our budget customers, we overhauled and tidied up our discount section and priced it to move. The atmosphere turned to festivity as clients enjoyed shopping and relaxing at the BBQ, some of whom were the lucky winners of this year's raffled benches.

We are proud of the results. In contrast to last year, several subcontractors bit the lure with big purchases, augmenting our expected small home-owner turn-out, and total Memorial Day sales

volume for year 2007 was nearly DOUBLE that of 2006. Counting just retail transactions, over a quarter of regular yard stock moved in May (not including remnants), over half of which occurred during the Memorial Day Sale alone. Much of overstock is now gone, including Madison Buff Limestone, Sequoia Straightedge 3"-5", Montrose Drywall, Antique Buff Flagstone, Valley Moss Veneer, Black Canyon Palletized Boulders, Shoshone Veneer, Wyoming Landscape, Flaggcreek Heavy Flagstone, and a great deal of boulder stock. We were surprised to find more sub-contractors buying early in May to beat the flood, and as with prior years, the sale kicked-started a busy season and sales continue to be strong in June due to increased exposure.

Space is free to house the efforts of Sam Johnson, Dave Little, Frank Gutierrez and Andrew Schmidt to sell carefully selected product lines from overseas and thin veneer suppliers. Beginning with locally quarried stones from Telluride Stone and Colorado Flagstone, we intend to capture a portion of the rapidly growing, high-density markets where thin veneers have proliferated. And with costs for domestically-quarried materials reaching all-time highs, competitively priced sandstone, slate, quartzite, and granite imports are becoming more conducive to apply market pressure on domestic quarry owners. Some of these imports may help to relieve supply shortfalls that are ongoing with some domestic quarries.

We invite clients, contractors and employees to come to our Gypsum Stoneyard to check out all of our offerings, and to see our new thin stone panels. We are excited to be able to offer more products to suit our ever growing customer base. Overall, the Stoneyard Retail Division is experiencing unprecedented growth. It could be reckoned that tackling this growth is a good problem to have.

## Happy Birthday!

July

1 Luis Luna (32); Everardo Temis (21)  
 2 Everardo Hernandez (31); Gregory Stamour (50)  
 3 Eleazar Chavez (20); Sam Evancho (31); Juan Loera (23)  
 5 Carlos Rodriguez (50); Andy Romero (20)  
 6 Roberto Alejos (50); Braidy Boen (90)  
 7 Jeremiah Paris (50); Miguel Ramos (20); Jose Servin (20)  
 8 Joaquin Martinez (21); Ricardo Perez (20); Jason Wiethoff (21)  
 9 Fernando Antillon (20)  
 10 Jose Vega (21)  
 11 Jesus Hernandez (23); Salvador Luevano (50)  
 12 Rolando Velazquez (21); Benito Hurtado (23)  
 13 Luis Gomez (21); Fermin Saucedo (22); Ben Spillner (20)  
 14 Angel Medrano (50)  
 17 Juan Duenas (20); Rosalie Marquez (10); Adrian Medina (20); Edgar Villaneuva (20)  
 18 Jose Lopez (22)  
 19 Jake Jacobson (20)  
 23 Wes Geist (20); Jose Parra (20); Paul Siemonsma (10)  
 24 Julio Atilano (22)  
 26 Victor Escarcega (31); Erasto Flores (20); Ben Harrison (21)  
 27 Adolfo Lizardo (20); Fernando Velasco (22)  
 28 Erin Gallegos (10); Manuel Ortiz (20); Gerardo Rodriguez (24)  
 29 Hugo Hernandez (24); Juan Hernandez (90); Salvador Paez (22)  
 31 Dacia Belisle (10); Hillary Gallegos (10); Armando Ramirez (24)

August

1 Alfredo Avila (20); Ismael Davila (31); Benjamin Pereida (50)  
 2 Jose Bernal (50)  
 3 Erby Rocha (31)  
 4 Filemon Ramirez (31); Gustavo Trinidad (20); Ruth White (10); Bryan Zukowski (10)  
 5 Richard Ettles (10); Bryce Lattin (23); Alfredo Ponce (21)  
 7 James Martinez (50); Jose Munoz Garcia (20); Julio Puebla (20)  
 8 Lori Gordon (10); Dan Harrison (21); Adam Martinez (31); David Marks (50); Robert Terrill (40)  
 9 Clayton Banks (22); Saul Rojas (20); Chad Woodworth (31)  
 10 Robin Smith (50)  
 11 Roberto Baez (40); Luis Juarez (21); Jose Meraz (31)  
 12 Jose Garcia (90); Roberto Rodriguez (31); Sostenes Vega (20)  
 13 Sergio Arellano (31); Glen Gallegos (10)  
 14 Andrew Schmid (10); Rozina Wood (10)  
 15 Justin Pollard (32)  
 16 Erasmo Morales (21)  
 17 Jacinto Cozco (50); Jacinto Jaimes (22); Cesar Saldivar (22)  
 18 Kevin Kahtava (90)  
 19 Carlos Robles (90); Ramon Villalobos (50)  
 20 Marvin Franklin (10); Bienvendio Varela (20)  
 21 Luis Guzman (20)  
 22 Randy Eisenhart (40); Berniece Fernandez Gutierrez (10); Gilberto Ocampo (24)  
 23 Floyd Andreatta (21); Frank Gutierrez (94); Mario Lopez (50); Donald Montoya (40); Jorge Urbina (24)  
 24 Andrew Schmidt (90)  
 26 Steven Fluty (32); Gonzalo Lopez (24)  
 28 Harry Lujan (31);  
 29 Felipe Becerra (20); Daniel Villegas (24)  
 31 Ramon Estrada (31)

The Gallegos Corporation is currently at 750,000 man-hours without a lost time injury. The last lost time injury was August 8, 2006. Our goal is to work 1,000,000 man-hours and beyond without a lost time injury. Seven out of nine divisions have worked more than 100 days without an OSHA Recordable injury. Keep up the good work and be safe.

## HR Updates

**Job Openings**  
 Accounts Payable Clerk; Accounts Receivable Clerk; Concrete Finishers & Form setters; Plasterers / Stucco/ Nozzle man / Latherers; Tile Setters

Our Idaho Office has two openings:  
**Estimator/Project Engineer:** responsible for performing quantity take-off, construction document review, cost estimating and bid preparation. Requires a B.S. in Civil Engineering or Construction Management and 3+ years of construction experience is desirable. This position reports directly to Idaho Division President John O'Meara.

**Project Manager:** responsible for the complete execution of assigned Idaho Masonry projects. Acts as Company representative dealing with homeowners, vendors, project superintendents and GCs. Requires a B.S. in Civil Engineering or Construction Management and 5 years of construction experience. Additional requirements include: estimating experience, strong computer skills, blue print reading, excellent math skills, and good written and verbal communication skills.

This position reports directly to Idaho Division President John O'Meara. Qualified and interested internal candidates may contact John O'Meara directly at 208-726-1702 or contact Carolina Martin, Human Resources Recruiter at 970-926-3737 or hr@gallegoscorp.com.

### NEW FACES

The Gallegos Corporation is pleased to welcome new staff:  
**Heather Mondragon, AP Clerk** – Heather is a long time Eagle County resident and comes to us from the Vail Valley Medical Center where she worked in accounting. It is a pleasure having her on the AP Team!  
**Carolina Martin HR Recruiter** – Carolina is originally from Argentina and previously worked at the Ritz Carlton in the engineering department and recruiting. We are glad to have her on the HR team.

Other welcome additions to our Gallegos team are Chris Edwards, Estimator; Ben Spellner, Division 20 Site Superintendent, and, for the summer, our intern Ryan Turner.

John Lest and his wife had a healthy baby boy, Alexander, on May 1<sup>st</sup> he weighed 7 lbs, 14 1/2 oz. and 20 1/2" long. Everybody is doing great.

### MARK YOUR CALENDAR FOR THE ANNUAL PICNIC!!

All Colorado employees and their families are invited on August 11 to partake in the annual company picnic. Denver and Basalt locations will also be having their own events since we know not everyone will be able to make the drive. We would love to see all our employees there! Of course our Idaho, California and Montana will get together as well. Here's the beta:  
 Date: August 11th  
 Time: 4:00 pm - 8:00 pm  
 Where: 4 Eagle Ranch, Wolcott, CO  
 Dinner will be served, complete with s'mores from the campfire for dessert. There will be music, volleyball, horseshoes and wagon rides. Please RSVP to Laura Hernandez so we are sure to have enough food for everyone! Hope to see you there. If you have questions, contact HR.

## Anniversaries!

Medina, Jim Culebro	50	7/10/2006
Pereida, Jimmy R	50	7/17/1988
Posegate, Dustin M.	40	7/17/2006
Fahey, Francis Jeremiah	32	7/5/2005
Hughey, Kevin W	32	7/31/2003
Dwyer, Patrick G	31	8/1/1988
Jaquez, Manuel M	31	8/30/2004
Lujan, Harry	31	7/11/2005
Martinez, Adam Benito	31	7/6/2005
Meraz, Jose Abigael Jaquez	31	8/30/2004
Munoz, Alejandro	31	8/22/2005
Woodworth, Jamie L	31	7/15/1996
Edwards, Marian E.	23	8/7/2006
Vazquez, Alejandro	23	7/3/2006
Yerian, Dennis Anthony	23	8/28/2006
Kahtava, Bryan David	22	7/7/2004
Saucedo, Fermin Ortega	22	7/5/1995
Slocum, John C	22	8/19/2002
Breda, Arthur J	21	8/12/1993
Dominguez, Taurino H	21	8/16/2006
Flores, Jose Antonio	21	7/16/2004
Harrison, Benjamin W	21	7/5/2004
Harrison, Daniel Wayne	21	8/2/2004
Martinez, Thelmo Rafael	21	7/17/2001
Serson, Taylor R	21	7/31/1996
V, Jose Lopez	21	7/17/2000
Antillon Jr, Fernando	20	8/9/1997
Becerra, Juan Ramon	20	8/27/1996
Becerra, Ramon	20	8/5/1996
Ferguson, Russell Dean	20	7/8/2004
Geist, Wesley W	20	8/4/1997
Gordon, Marcette D	20	8/19/2002
Guzman, Jose Maria	20	8/22/2003
Irazoque, Sergio	20	7/13/2006
Kahtava, Kevin Lloyd	20	8/7/2006
Lisardo, Juan DeParra	20	7/7/1993
Passey, Richard R	20	8/21/2000
Puebla, Julio Cesar		
Guzman	20	8/25/2003
Rodriguez, Jose	20	7/7/2005
Romero, Andrew A	20	8/1/1980
Belisle, Dacia Diann	10	7/2/2001
Franklin, Marvin L	10	8/29/1988
Gallegos, Gerald G	10	8/29/1984
Kraft, Casey Michael	10	7/5/2004
Ponder, Lisa Diann	10	8/22/2005
Ramos, Michelle	10	7/1/1996
Rodriguez, David	10	7/10/2006
Siemonsma, Paul Thomas	10	7/8/2004
Valdez, Bryan R	10	7/21/2003
Woods, Michael J	10	7/23/2001
Zukowski, Bryan J	10	8/18/1992

# The Gallegos Gazette

The Newspaper about the Gallegos Community

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THE Gallegos CORPORATION

Building Solutions for Distinctive Projects

## Gallegos Celebrates the 4th!

The Gallegos Corporation celebrated Independence Day with pride and in style, supporting two local On Monday, July 2, Gary Woodworth drove his 1954 Chevrolet in the Minturn parade, with Dacia Belisle and Heather Hower tossing candy to the kids in attendance. The Gallegos Corporation is pleased to be able to support the local festivities, with Minturn capturing a special place in everyone's hearts.

On Wednesday, July 4 TGC was a main sponsor of Vail America Days and almost every division was represented at the Vail parade. Scads of people cheered on our super float—it was truly Out of This World (also the theme to this year's parade.) Thank goodness for TGC's water—the temperature soared and everyone was thankful to have a cool drink.

A huge thank you goes to everyone who helped make this Fourth of July successful—Blaine Peters who created the waterfall art rock float, Mike Gifford for driving the truck; Mike Haller, Lori Gordon, Carolina Martin, Gary Woodworth, Jamie Woodworth, Dave Little for working the tent and Dacia Belisle for all the coordination; Marcette Gordon, Lisa Ponder and all the float helpers.... The list goes on and of course thanks to all the kids who dressed up and truly made our float and parade a family bonanza. I hope I did not forget anyone!



### The Gallegos Corporation's Mission

To finish each job completely with the highest quality and with safety "the first time."

Provide construction and construction management services of the highest professional standard.

Generate profit from these services while adding value to our customers & employees.

Continue to grow as the industry leader.

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## The Youth Foundation to Honor Gerald Gallegos

Gerald Gallegos made a commitment many years ago to give back to his community, especially to help out children who might need a bit of help. On Sunday evening, August 12, his generosity, commitment to children and dedication to The Youth Foundation will be honored at the Star Gazing Gala. The Gala is hosted by The Youth Foundation to honor its 15 founding members, one of whom is Gerald. "We want to pay tribute to all the founders of The Youth Foundation," said Susie Davis, Executive Director of TYF. "We conduct numerous programs, touching literally thousands of lives each year thanks to Gerald's commitment and generosity."

The Youth Foundation was founded ten years ago by a group of civic minded Vail Valley business people who wanted to give a hand up to kids who might need a little help. Always understated, Gerald said, "I do it for the kids, I am happy to be able to be in the place to help out." And he does indeed help out, giving of his time and monetarily to programs including the Magic Book Bus, Guardian Scholars, First Tee, Academic Soccer to name a few. For more information on the gala, or The Youth Foundation, check out its web site at www.TheYouthFoundation.org.