

Vail's New Dawn by Dave Little

Forty years since its inception, Vail is starting to show its age. Now, Vail is preparing to undergo a major revitalization being hailed as the "New Dawn". The town is anticipating nearly \$1 billion worth of remodeling and new construction scheduled over the next ten years. The long anticipated revitalization of the Lionshead core site is to take place beginning this year when the Sunbird Lodge and Gondola building are razed. After which a new core area will be developed with the addition of Arabelle, a 5-star hotel and fractional ownership con-

dos, several of which sold for around \$1,500/sf.

The Gallegos Corporation is currently working on the Streetscape project; the Vail Park, an underground parking structure that boasts parking spots that sold for \$100,000 each; and the Vail Plaza, a replacement structure going in where the Vail Village Inn was located. We are also pursuing the 3rd phase of the Sonnenalp Resort and a new condo project, One Willow Bridge, located adjacent to the International Bridge.

Keep Your Identity: Identity Theft And How It Can Affect You by Dani Ettles

In today's world of credit cards, debit cards, cell phones and Internet shopping, there is big business in identity theft. Labeled one of the fastest growing crimes across the country, identity theft could be knocking on your door. In most cases, victims of identity theft don't know they are victims until it is too late. You must protect yourself and your identity. There are many ways for criminals to steal your private information. Think about the personal information that your doctor has on file, or your dentist, your mortgage company, your bank, your health insurance company and your employer to name a few. You don't have to lose your wallet to be a victim of identity theft. Here are some things you can do to reduce your risk of identity theft.

- Purchase a shredder and shred all important papers and pre-approved credit card applications. Also, shred your credit card receipts. Do not throw away anything with information that someone can steal and become you.
- Do not throw away your check stubs; this has your personal information as

well as company information. Make sure you shred/destroy them before throwing them away.

- If you have rural mail delivery, be cautious as to what you mail and what you receive in the mail. A post office box or a locked mailbox is best. Check your mail promptly with either system.
- Cancel all credit cards that you do not use. Open credit is a prime target.
- Do not give out your personal information to someone over the phone or on the Internet. If someone calls you stating they are a credit grantor of yours, call them back at a number you know is true and ask for that party to discuss personal information.
- Do not carry around your birth certificate, social security card or other identification unless necessary.
- Ask your doctor, dentist, health insurance company, and your bank what their procedures are for preventing identity theft. Are they destroying identification information properly?

- Don't give anyone your social security number to use as an ID number if you don't have to. Try to change your ID number if it is your social security number.
- Monitor your bank and credit card statements monthly. Keep an eye out for fraudulent purchases on your accounts.
- Order your credit report at least once a year. Look for open accounts that can be closed. Also, look for accounts that may be fraudulent or for activity you did not generate or authorize.

The Gallegos Corporation strives to keep personal information confidential. We refuse to give out any personal information without employee consent. We shred all personal information prior to recycling. All employee files are kept in locking file cabinets and our payroll software is password protected within our network. We take these steps to help you prevent a devastating encounter with identity theft and hope you also do your part to avoid this growing risk.

Strategic Planning Update: Month 10 by Randy Olin

VISION

The relentless pursuit of excellence on distinctive projects

VALUES

- Caring about our people and their families
 - Community Involvement
 - Integrity
 - Extraordinary work ethic
- Passion for the work

MISSION STATEMENT

- Finish each job completely with the highest quality and safety "the first time".

- Provide construction services of the highest professional standard
- Generate profit from these services while adding value to our customers and employees. Continue to grow as the industry leader.

Progress continues toward implementing our Strategic Plan. Some of the items underway include:

- Defining our ideal project selection and customer selection criteria.
- Revising our corporate organizational chart to best fit our strategic direction.
- Selecting a marketing team and redesigning

- our corporate image (see below).
- Reorganizing the estimating department for better efficiency and to keep up with their growing volume.
- Implementing a jobsite mentoring program.
- Tracking a few large projects using our new project management software
- Defining key performance measures of success and a scorecard to measure progress toward our goals.

Over the next few months we hope to get many more of our action items off the ground, and begin to see the results of our efforts. Join us in keeping TGC the leader in our industry.

MARKETING PLAN COMES TOGETHER

After months of working on the Strategic Plan, outlining goals and determining objectives, The Gallegos Corporation is working on completing one very large task: finalizing our marketing plan. By now, our employees know TGC is dedicated to working on distinctive projects, whether developing ski-in ski-out condos in California or a private golf course in Denver. However, the challenge is to create a unified message for our nine divisions in eight geographic regions that are continually expanding.

Take Aim Marketing, a company based in Eagle, Colorado, has taken on the responsibility of creating this message. Before a cohesive marketing plan can go into place, details need to be ironed out. One of the most important is the issue of various documents. Currently, all the offices have a variety of forms—some are similar to others but virtually all are different from division to division. All offices need to have the same letterhead, faxes, RFLs, memos, etc., so when a client receives correspondence from The Gallegos Corporation whether it be the Denver or Tahoe office, it is all uniform. This will allow the client to really see The Gallegos Corporation as one

company instead of many small subsidiaries. And whether they are receiving a fax, a change order or proposal, the forms will all be similar.

The design of many of the documents will coincide with updated software for the various divisions. So, not only we have good-looking paperwork, but it will streamline many processes and help us to become a "paperless" organization.

After the forms are finalized, Take Aim Marketing is updating our corporate brochures that highlight the many facets of TGC's craftsmanship. The catalogs will have updated photos of the company's extensive projects.

"It's a large undertaking that will be an ongoing process, but is worth the efforts," says Gerald Gallegos. "With so many prestigious projects completed in the last year alone it's time to update our marketing materials."

So be on the lookout in the next few weeks for all new forms and documents to come your way.

The Many Faces of The Gallegos Corporation

The Gallegos Corporation is 35 years old this year! When Gerald Gallegos started this company it was known as Gallegos Masonry and specialized in stone, brick and block in the Vail area. Today this company has expanded to Aspen, Denver, Telluride, Steamboat, Lake Tahoe, California; Sun Valley, Idaho; Bozeman, Montana and periodically travels throughout the United States to complete some of its custom work. This expansion to other geographical areas has happened because of Gerald's vision but also because clients, owners and architects inviting us to be a part of their projects.

Gallegos is certainly known for its custom stone and masonry products but do you know about the other services that we offer? Over the years we have added quality stucco and plaster products, decorative and regular concrete, marble and granite sales, fabrication and installation, and a 10-acre stone yard that offers stone from the entire United States. In addition, we are proud to offer "Art Rock" which is a cementitious based product that can be used for everything from interiors, landscaping and wonderful water features. Picture the

landscaping found in Disney World and that is what Art Rock is all about. Finally, we offer a fully staffed estimating division of 10 estimators and engineers that do complete estimating takeoffs, Cad drawings, engineer arches and structures for architectural stones, and engineer brackets needed for laying stone in seismic areas. We also have design specialists on hand and even interior decorating capabilities in house to help our clients, architects and homeowners. It would be safe to say that Gallegos is a one stop company that can "package" all of our services and products. A Gallegos house or commercial project that has Gallegos Workmanship and products is something to behold and after 35 years of quality right up there with the Taj Mahal or Machu Pichu.

These services make Gallegos attractive to clients because they can get a variety of quality products and services from the best and have the assurance that not only will it get done right the first time but if they have questions, if there is a problem or if they want to expand that we'll be here to help long after the job is done. Often, the original homeowner or

new owner will come in 20 years after the original work was done with the intent of expanding their home. We are able to match their original stone or know what type of plaster was put on the interior walls or cut them a new counter top from marble or granite to match the original. Finally, there are many companies selling and installing the same products but as they say "you get what you pay for." Why would a homeowner want to take a chance buying work from a company that may not be in business the next year or who do not have the proper insurance documents to protect the homeowner if there is an accident on the job or if damages occur? Often we hear many sad stories about poor workmanship and not being able to find the original installer when problems have arisen. The Gallegos Corporation with its many services and quality people are here to serve your purposes and to give you workmanship and quality you can be proud to have on your home or business. We are a full scale masonry company and have developed the expertise and workmanship to serve our clients.

Saying Good-bye to a Friend

On February 27th, The Gallegos Corporation lost a friend and former employee. Wade Hafen worked as a plaster supervisor from 1998 through 2004. His many talents encompassed every aspect of the plaster trade and the pride shown in his work can be seen in such jobs as Casteel Creek and Thirion.

Wade was known for his lighthearted demeanor and kindness. His coworkers and friends all agreed he was the nicest individual they dealt with on and off the job. He will be

especially missed by those that had the pleasure to know him, work with him, and work for him. If you ask anyone about Wade, you simply hear he was a good man who loved life.

After a long stretch with The Gallegos Corporation he decided to move home (Utah) to work with his brother and pursue new interests. Our condolences go out to his grandparents, parents, and siblings. Wade will be dearly missed.

A Trustee Among Us

Sticking to The Gallegos Corporation's resolve to be involved in the communities it works and lives in, Glen Gallegos recently was appointed by Governor Bill Owens to be a Trustee at Mesa State College. Glen's strong background in education (30 years!) made him an ideal candidate for this position.

Mesa State College is located in Grand Junction and has about 6,000 students. The Trustees job is to find funding for various programs at the school, ensure academic schedules are being met and review and modify existing policies. Decisions made by the trustees will see Mesa State into the future.

"I am very honored that Mesa State College and Gov. Owens approached me to be a Trustee," says Glen. "It's an exciting and challenging time to be involved in education—there are many new opportunities for students and professors alike.

"Mesa State serves 14 counties in Western Colorado and those are the counties where we have offices and where most of the Gallegos employees live and raise their families. I am hoping my involvement as a trustee for Mesa State will open up opportunities for further training of our workforce and create opportunities for their children to attend a four-year college. Mesa State is one of the best and most affordable colleges in the state. Grand Junction is a nice community to attend school."

Glen's term is four years, and he has jumped in with both feet, already attending meetings and getting acquainted with staff and students.

LEARNING ABOUT LIMESTONE by Dave Little

On Wednesday, February 16, Dave Little, Chris Laven, Dan Loosbrock and Gerald Gallegos headed to the windy city to attend the Building Stone Institute's 'Designer Education Series on Limestone'. Topics included an overview of limestone presented by the Indiana Limestone Institute; testing procedures for stone; quarrying, fabricating and installation of limestone; and the care and maintenance of the stone.

"It was a very informative seminar, very well done. The BSI should be lauded for their commitment to the industry and its members," says Dave Little, President. "It's important to listen to our suppliers and learn from them the limitations of these materials and how the process works – from the initial bid through fabrication and installation."

Since The Gallegos Corporation uses all types of limestone—slabs, veneer, and cut stones from all over the world, this seminar provided information that can be used almost daily.

"They provided a good overview of the differences and similarities between all different types of limestone," says Dan Loosbrock, Project Manager, Division 40. "They went through different quarrying and fabrication processes for the Texas, Indiana and German limestone."

The seminar was attended by over 100 people including members of the Building Stone Institute, as well as a large contingent of local architects. All attendees received a copy of the 21st edition of the Indiana Limestone Institutes handbook and a binder containing the presentations and informational packets of the presenters.

Dave Little was asked by the BSI to present a similar seminar in July.



HR Update
WELCOME our new employees!
Mike Gallegos brings his Accounts Payable expertise from the Lake County Government offices. He is a great addition to this department.

TGC is pleased to welcome **Chris Oxford** as our new Accounting Assistant. Chris recently made a career change from a Production Manager/Press Operator at EPS Design & Print to pursuing accounting.

The estimating department welcomes **Jordan Vasbinder** as our new Jr. Estimator. Jordan joins us as a new grad from the Construction Management department at Colorado State University.

Rick D'Errico joins TGC as a Stone Yard Foreman. Rick comes from High Point as a Warehouse Manager, but gained most of his stone yard experience as a Sales Associate at the Vogelman West stone yard.

Promotions

Andy Schmidt was promoted from Accountant to Stone Yard Sales/Administrative Assistant. Give Andy a call at the stone yard and say "Congrats!"

Job Openings

Div 10 - Estimators, PT AP Clerk
Div 21 - Masons
Div 31 - Plasterers & Laborers
Div 40 - Marble & Granite Apprentice Labor, Tile & Slab Laborer
Extra credit and a hearty "atta boy" goes out to Ric Maxson of Div. 22 for his ingenious method of setting an oversized stone hearth at the Norsworthy Residence in Colorado Springs. Space restraints and surrounding obstacles made conventional methods of setting the 10' x 1' x 2' monolithic stone hearth impossible. Ric called on his consid-

Wanted: Good Employees

By Katherine Steele, Lynette Horan

erable years of masonry experience & his flair for showmanship by pulling out the melting ice block as mechanical advantage trick. His crew placed the 3000 pound stone on two 5 lb. blocks of ice and let the melting ice lower the hearth into place thus saving labor time as well as back pain. Good job Ric!

With The Gallegos Corporation continuing to expand, the need for good employees is greater than ever. To keep up with all the Divisions needs for new workers, the HR department is hitting recruiting events to show future employees what an extraordinary company TGC is.

With more proposals going out each year, the need for up and coming estimators is always high on HR's list of hiring needs. So, on February 15, Katherine Steele and Paul Siemonsma attended the 2nd annual Colorado State University Construction Management Career Fair to recruit Junior Estimators. The Gallegos Corporation was one of the 54 construction industry attendees looking to find quality employees from the future college graduates. The turn out for the career fair was moderate, with many of the interested students trying to fulfill their internship requirements for their degree program.

Happy Birthday to YOU!
March



- 1 Steve Garcia (31), Benedetto Vitale (40)
- 2 Sergio Villasenor (22)
- 3 Gonzalo Ortega (31)
- 4 James Venegas (22)
- 5 Miguel Jiménez (40)
- 6 Jason Ingles (32)
- 7 Caroline Gallegos(10), Michael Martinez (31)
- 8 Juan Lisardo (20), Jose Pinela (22)
- 9 Jose Chairez (22), Jeff Trimm (24)
- 11 Virgil Hampton (32)
- 17 Marcette Gordon (31)
- 20 Manuel Diaz (21)
- 21 Efren Castaneda (21), Dale Schiesser (21)
- 22 Pablo Castillo (20)
- 23 Leonel Rodriguez (32)
- 24 Mario Delara (20)
- 25 Danny Quintana (22)
- 27 Lynette Horan (10)
- 28 Jason Bozzuto (23), Kristian Larese (23), Victor Vega (32)
- 29 Amado Lovato (40), Anthony Martinez (50), Terri Rider (31)
- 30 Michael Hill (31), Matthew Steiner (22)

April

- 3 Jose Velasco (21)
- 6 William Dermondy (32)
- 9 Aurelio Almaras (20), John Gault (21), Dustin Hobbs (32)
- 10 Gaspar Torres (23)
- 11 John Slocum (22)
- 12 Martin Cano Campos (12)
- 13 Joe Kleber (50)
- 14 Gary J Clifford (22), Gary Clifford (22)
- 15 David Sandoval (20)
- 16 Gerald Gunn (20)
- 17 Randy Hobbs (32)
- 19 David Garcia (20)
- 20 Gary Hernandez(32), Thomas Schaefer(22)
- 21 Alejandro Vazquez(23), Jeff White (23)
- 23 Juan Garcia (23), Leonel Meraz (31)
- 26 Mike Morrissey (22)
- 27 Daniel Perez (21), Jim Bingaman (21)
- 28 Jose Castillo-Melara(23), John Trujillo(20)
- 29 Bradley Ermel (22), Justin Palmer (20)
- 30 Linda Cereceres (10)



Safety Update

Division 32, Denver Plaster has now worked two years injury free (wow!). The employees will receive a company safety jacket or a Safeway gift certificate. Glen Gallegos and Mike Haller has convened with all Division Presidents to review their injuries from 2004 and to set safety goals for 2005. All Divisions have set their goals for ZERO OSHA recordable injuries this up coming year. Many of the Divisions had a very successful safety and injury reduction in 2004. Keep up the good work and we can make 2005 even safer.

Anniversaries

One Year:

- Jose Armenta (20), Benito Garcia (31), Michael Calderon (31), Benito Chavez (23), Zenon Contreras (32), Manuel Diaz (21), Victor Flores (21), Ben Garcia (31), Gary Hernandez (32), Heather Hower (10), Joe Kehrer (32), Joaquin Martinez (21), Anthony Martinez (50), Jeremiah Paris (50), Armando Ramierez (21), John Raps (32), Gabriel Taylor (22), John Trujillo III (20), Jose Velasco (21), Jeffery White (23), Ricky Williams (22), Charles Wilson (31).

Two Years

- Rafael Diaz (21), Janine Fackler (10), Pedro Flores (32), Alvaro Gonzalez (21), Mark Jordan (32), Erasmo Morales (21), Luis Ramirez (21), Manuel Serna (20), Keith Simmons (23), Steven Valdez (50).

Three Years

- Mario Becerra (20), Hector Herrera (32), Willy Harrison (21), Mimi Trombatore (21).

Four Years

- Alejandro Andasola (22), Fidel Dominguez (20), Caroline Gallegos (10), Hillary Gallegos (10), Ignacia Herrera (32), Rocio Landeros (10), Tom Lazansky (32), Benjamin Pereida (22), Mickey Pereida (50), Soilo Pinela (22).

Five Years

- Ismaeil Guzman (20), Ventura Fuentes (21), Ramon Villalobos (21), Castulo Barraza (22), Miguel Ramirez (20), Sergio Pasillas (23)

Six Years

- Ariel Rodriguez (40), Salvador Velasco (90), Leonel Meraz (31), Blaine Peters (31)

Seven Years

- John Nelson (90), Jose Rodriguez (20), Mario Delara (20)

Eight Years

- Ignacio Gallegos (20), Benjamin Gallegos, Jr. (22), Lucas Fisher (32)

Nine Years

- Kenneth Fairchild (31), Luis Gomez (21)

Ten Years

- John O'Meara (23)

Eleven Years

- Randy Olin (10), Juan Vega (21), Richard Maxson (22)

Twelve Years

- Floyd Andreatta (21), Mike Morrissey (22),

- Joe Kleber (50)

- Fourteen Years

- Sam Johnson (21)

- Fifteen Years

- Patrick Klusmire (21)

- Eighteen Years

- Mike Cleveland (50)

- Nineteen Years

- John Trujillo (20)

- Twenty-three Years

- Robert M. Gallegos, Jr.

We Want To Hear From YOU!!

Do you have an idea for the next newsletter? Do you have a comment, compliment, complaint or an idea how to do something better? Call Heather at 926-3737 or hower@gallegoscorp.com.

The Gallegos Gazette

The Newspaper for the Gallegos' Community



Art Rock: Bringing Imagination to Life

Millions of people each year are awed by the faux stone creations at Disney World and Universal Park in Florida. What they may not know is that they can have their own Art Rock mini theme park, rock wall, spa or cave designed and built at their homes, by The Gallegos Corporation.

Art Rock is not a new medium for creating works of art—but there are always new ideas and challenges for projects. Rebar, lathe and cement combined with the talent and skills of Blaine

thing since oftentimes an all-stone feature would be too heavy, cumbersome or costly for the intended area.

"It's great to have such a hardworking, talented employee heading up our Art Rock division," says Gary Woodworth, President. "Blaine brought with him incredible know how and has helped expand this division. There is no project he is unable to create."

For five months last year, Blaine and his division were dedicated to creating the elaborate Sanctuary golf course in Castle Pines. The underground grotto welcomes the golfers to the course, they are then treated to a drive-through cave and numerous water features. Other recent designs Blaine has overseen are a hand-carved faux painted mine shaft that ends in a mist-filled wine cellar, waterfalls, rock walls complete with fossil etchings, and stacked boulder Jacuzzi tub featuring cascading water for a truly relaxing experience.

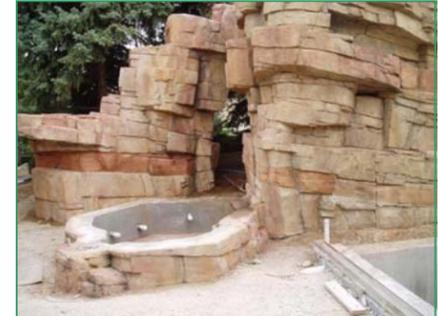


The "fossil" in the ancient rock wall created by the Art Rock division.

Peters and his crew can yield a lost city, faux cave, water feature, grotto... or almost anything you can imagine.

Blaine has been with The Gallegos Corporation for six years, and has been creating Art Rock works of art for 22. Art Rock is often used in place of the real

Prior to moving to Colorado, Blaine traveled the world—working in 19 countries—mastering the skills needed for Art Rock. He spent two years in South Africa recreating the Lost City—a civilization that was lost in an earthquake 1,000 years ago. This \$400-million project, with buildings that are tilted at odd angles



It looks like rock, but it's not!

and a "jungle" growing over them, was Blaine's favorite. He also worked on the new Island Adventure Theme Park and other projects at Universal Studios in Orlando.

Now he is busy cultivating the Art Rock business in Colorado—mostly by word of mouth and recommendations from architects. Currently, he and his crew are working on the stucco at Valley View Hospital in Glenwood Springs and has several projects in the queue including building an indoor tree that will look as if it's holding up the roof of an Aspen house, as well as a water feature to welcome guests to the enlarged hospital.

The Art Rock division really embodies the spirit of The Gallegos Corporation: if you can dream it, we can build it.

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GALLEGOS MISSION STATEMENT

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

Continue to grow as the industry leader.

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Employees of the Months



The employee of the month for March is Zac Quinones from Division 22. Zac who has been with TGC for five years. Zac is a journeyman stone mason with excellent skills and a great attitude. He was the lead man on several of our prominent projects in Cherry Hills Park including the Moore Residence, the Shanahan Residence, and both Marsico Residences.

Zac enrolled in the RMMI apprenticeship program two years ago and he has earned top marks every semester, and has just completed the masonry apprenticeship program, level 3. Zac has taken on his first foreman position at the Conrad Residence and is doing a fine job on a pattern that is unlike any we have done in the past: It will be forever known in the Denver area as Zac's smear. Zac is beginning the final phase of the project which is the interior and exterior paving.

Fernando Lopez, Division 31 foreman, is April's employee of the month. Fernando started as a scaffold setter four years ago and worked his way up to plasterer and now is a foreman. Besides being an overall hard worker, Fernando has mastered the Venetian plaster techniques that are demonstrated at the Cohen and Hansen residences. His most noted project to date is the French plaster at the Steele Residence.



Fernando has always taken a positive approach to his projects and is a great asset to Division 31.

Keep up the good work Fernando, and we appreciate all that you do!