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OUR MISSION

We, the employees of Bay Mechanical and Electric Corporation, take pride in delivering quality, service and craftsmanship for customers and ourselves, through communication, planning, organization and cooperation. We will continue to provide "Excellence in Construction" and exceptional opportunities for all of our team.

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Nestlé Professional Customer Innovation Campus

Over the years, Bay Mechanical & Electrical has been very fortunate to participate in many unique and challenging projects. Being part of the new Nestlé Professional Customer Innovation Campus (NPCIC), which was just completed in Solon, is no exception. The Stellar Group of Jacksonville Florida contracted Bay



to perform the HVAC and plumbing portions of the project. The Stellar Group is an industry leader serving customers worldwide in the design, engineering and construction of facilities in the food and beverage industry.

The NPCIC is a 67,000-square-foot, three story facility that allows the Nestlé team to partner with their customers to help provide them with creative branded food and beverage solutions. The Nestlé team works with foodservice (restaurant) operators to develop creative and insightful solutions on how to provide appetizing menus that cater to local tastes. This increases customer traffic and makes their operations more competitive. Working with the NPCIC staff, operators will



President's Letter



Dear Employees and Friends,

Bay Mechanical & Electrical Corporation has completed sixty years of operation and has weathered the uncertain and extremely challenging events of 2008. Despite the stress that these unprecedented times have placed upon our employees, business associates and our company, I feel we are positioned to navigate through the current environment in a prudent and appropriate manner.

In 2008 we continued to focus on our business mix of Design/Build, Higher Education and Water Treatment, achieving excellent gross margins in those markets. This approach has positioned BMEC to take advantage of all opportunities once the market stabilizes.

Some major personnel changes were made during the past year, which were necessary to keep us competitive in our markets. On the positive side, we have reassigned several employees who have helped us to meet the challenges presented.

While first quarter sales aren't much to write home about, there are signs that the work outlook is beginning to stabilize. Bid competition is extremely erratic, and has driven prices to well below cost levels. Talk of recovery is wishful thinking. I don't think it's anything that can be characterized as recovery until a bit further down the road. The people I have talked to are not looking for a rebound until late next year. As we head into the new fiscal year, BMEC will continue restructuring its operations; and I am confident that we will be able to weather this storm.

I'd like to recognize our employees for their loyalty, hard work and accomplishments throughout a very difficult period for the construction industry. Together we can weather this storm and meet the challenges ahead.

Sincerely,

Terry W. Burns, President

Physician's Choice Hospital



In October 2008 Bay was awarded the complete mechanical and electrical design-build contract for the Physician's Choice Hospital (PCH) in Fremont, Ohio. Our friends at Janotta & Herner (JHI) of Monroeville, Ohio brought Bay on board and made us part of the design build team In March of 2008. The facility is designed and well underway with a summer 2009 grand opening.

The Hospital boasts a full range of services including a full service emergency department treating pediatric to adult, trauma and nursing home. There is an onsite laboratory and a cutting-edge radiology department that features digital radiology, ultrasound, and a 64 slice scanner. Both of these departments are dedicated to PCH patients which leads to prompt turnaround times resulting in timely diagnosis and treatment.

PCH offers inpatient care when needed. PCH has private suites with private baths. All rooms have LCD TVs and internet. The highly skilled PCH staff is standing by to make the patient's stay a comfortable one and to help provide them with a quick recovery.

EMPLOYEE OF THE YEAR: Keith Gardner



It's that time of year again when the board of directors of Bay Mechanical & Electrical Corp. selects an employee that best carries out our mission to provide quality, service and craftsmanship to our customers. The chosen employee is presented with the **Award of Continuing Excellence**. As in years past, this is not an easy task and is not taken lightly. BMEC is very fortunate to have a group of dedicated, talented craftsmen and woman that continually raise the bar in our industry.

This year's recipient - Keith Gardner- has been with BMEC since August of 1992. Keith graduated from Strongsville High School in 1990 and completed his electrical apprenticeship in 1996. After Keith completed his apprenticeship, he continued with Bay as a journeyman electrician. Keith was promoted to foreman in the late 1990's and has since been promoted to superintendent. Keith's experience and knowledge of

all facets of the construction industry allows him to supervise multi-trade projects. Keith's ability to communicate with the customer as well as the other team members on projects makes him a valuable asset.

Recent projects that Keith has supervised include the Northeast Ohio Regional Sewer District standby power rehabilitation projects, the Cleveland State University Infrastructure Relocation Project, and he is currently the superintendent on the new CSU College of Education Building.

Keith and his wife Kris reside in Spencer and have three children, daughters Sarah and Kayla and a son Cody. In their spare time they enjoy camping. Congratulations to Keith Gardner for being presented with this year's **Award of Continuing Excellence**.

PCH also features a Deli / Coffee house that is open 24 hours a day 7 days a week to serve the patients and their families. The atmosphere is quiet and relaxing. No matter what time of day patients and visitors can enjoy freshly made sandwiches and hot specialty soups as well as coffee and other beverages.

PCH was founded by three experienced emergency physicians, Drs. Jerome A. McTague, John J. Wukie, and Leilani LaBianco. The doctors founded PCH with the intention of providing the ideal hospital environment. Their vision is to offer state-of-the-art care while providing patients with privacy, comfort and safety. While working with the doctors during the design phase of this project it became clear that the patient's well being and positive experience while using the services of PCH was the top priority. The doctors spent countless hours researching the latest in available technology and equipment while paying close attention to every detail.

Bay is very proud to be associated with this project and we would like to thank JHI and the doctors of PCH for giving us this opportunity and having the faith in BMEC to help make this project a reality.



Cleveland State University

College of Education & Human Services

As part of their master plan, Cleveland State University (CSU) is constructing a new College of Education & Human Services (CEHS) Building at 2485 Euclid Ave. in downtown Cleveland.

This beautiful 100,000 square foot building will be highly visible along the southeast corner of the CSU campus and will bring together eight different departments that are currently housed throughout the campus. The new facility will serve campus residents, commuting students as well as the surrounding community with public counseling and tutoring services.

With this \$36.6 million project, CSU is pursuing a LEED Silver certification making it one of the most sustainable projects in Cleveland and the highest rated building on campus. Exterior garden and plaza spaces will connect CEHS with the rest of the campus. This project has already captured the 2008 American Institute of Architects Design Merit Award.

Bay is a prime contractor on this project and is self performing all of the HVAC, electrical, plumbing and fire protection. This project is one of a number of projects that Bay has had the opportunity to be part of at CSU. Featured in the winter issue of *THE PIPELINE* was the award winning CSU Main Classroom Project which captured an Award of Excellence as well as The Chairman's Cup at the 2008 Associated Builders and Contractors awards banquet.



Project Team

Heery International	Construction Manager
NBBJ / Van Auken Akins, LLC	Design Architects
Project Manager CSU	Jon Erdmann
Construction Manager CSU	Hugh Holley
University Architect	Ed Scmittgen



Nestlé Professional Campus ...continued from page 1

have the ability to draw on the expertise of the Nestlé chefs, food technologists, product developers, and marketing and culinary management professionals.

This new facility situated in a beautiful campus setting and offers a unique, state-of-the-art, “plug and play” flexible kitchen design that allows the customer to mirror their existing operation. While working side-by-side with the Nestlé professionals, the customer will be working in the same environment and the same layout as they do in their own kitchens. The new facility also features presentation kitchens, product development kitchens and conference rooms. There is also an Ideation room for brainstorming new recipes and product concepts, relaying customer insights and discussing key challenges.

Bay was responsible for the HVAC and plumbing portions of the new facility. Our scope included (2) 1,300,000 BTU boilers, a steam process boiler system, circulation pumps, piping and a compressed air system. Also included were (12) exhaust and (6) supply fans, (6) kitchen exhaust hood systems, (6) Large HVAC rooftop units, (55) VAV boxes, and all associated ductwork, which was fabricated in our sheet metal shop. All the systems are controlled by a complete building automation system.

All of us here at Bay are proud to have been part of the new NPCIC facility. Bay would like to thank both Nestlé Professional and Stellar for giving us the opportunity to serve them on this exciting project. Having the opportunity to serve two, first-class companies like Nestlé Professional and Stellar is a privilege that we hope to experience again soon.



BayWorks

Our employees at work.

