



O'CONNELL ELECTRIC

News and information for our employees, retirees, and friends





Our strength as a full service electrical contractor is rooted in the diversity of our services

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Natural Gas

Transportation

- Airport - Bridge - Highway





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Victor Salerno Chief Executive Officer

Fellow employees, customers and friends,

As we approach the Holiday Season and the calendar year end, I would like to give you all an update on our accomplishments and where we anticipate we will end our February 2018 fiscal year.

Thanks to all your help and hard work, our sales will exceed \$200 million dollars. This will be the most work we have ever performed in our 106-year history. A special thanks to all of our wonderful customers.

Our safety programs and initiatives will continue to be our primary focus as we enter 2018. I personally request that all of our employees make safety their number one priority and always do your best to protect your co-workers. When it comes to safety please take nothing for granted. It is the responsibility for all of us to make sure this happens. Thank you for your anticipated full cooperation in this regard.

We have completed and are performing many interesting projects this year including sending approximately 60 linemen and 30 bucket trucks south, helping to restore power for Florida Power & Light. They did a great job and the best part is everyone returned home safely. The following pages highlight many of these various jobs.

We just acquired a 22,000-square-foot building located at 400 Systems Road, next to our Power Group, in Rochester, NY. The facility will house our ever expanding Prefabrication Group that will continue to have a major impact increasing productivity on our projects.

These are good times for O'Connell Electric, and we look forward to much future success for our TEAM OF WINNERS.

Thank you,

Victor E. Salerno

Chief Executive Officer

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O'Connell Electric Newsletter is a publication of O'Connell Electric Company, Inc.

For comments, inquiries, or to be added to our mailing list, email john.miller@oconnellelectric.com

CURRENT SAFETY

MAKING THE CONNECTION —



Safety Picnic Brings The Team Together

Our annual safety picnics started off as a simple idea five years ago – bring all our employees together for a day solely dedicated to being a safer company. And so it began. Over five years of hosting trade-show style safety picnics has morphed into one of O'Connell's largest, most anticipated events of the year.

The picnics were typically organized as two separate events and hosted regionally (Rochester & Syracuse), to accommodate all employees. This year's picnic, however, was quite different. The planning committee decided to bring the entire company under one roof and hosted the event at Pinnacle Athletic Campus, just down the road from our corporate headquarters.

More than 600 employees attended from all five of our office locations, and with vendors and guests, the event totaled nearly 800 people. The picnic took seven months of planning and involved a volunteer committee of more than 25 employees. Vendors displayed new tooling and equipment, safety supplies, and new technology. Several hosted small training demonstrations as well, including Vertex, Klein Tools, ADMAR, Dival Safety, Hilti and Dewalt. Blue Collar Workwear brought their mobile shoe truck for employees to purchase new boots right at the picnic.

The Field Safety Committee presented safety awards to employees who truly exemplified our core values. They were chosen by the Field and Corporate Safety Committees after being nominated by their peers.

The unbelievable amount of time, money, and resources that go into hosting these picnics has been well worth our efforts. Employees are more engaged with our safety programs, collaborate more on job sites, and even motivate our customers and sub-contractors to work more safely. And for us, you just can't put a price on that.

NFPA 70E Training



Our Technical Services Consultants work hard creating an environment to best educate our customers regarding their electrical needs. The team recently hosted several local schools and companies for an all-day seminar on NFPA 70E Electrical Safe Work Practices with Joe Gierlach, Jr. Vice President of Technical Training and Support for ABM.

This training was important for meeting the NFPA's requirements for training qualified personnel on safe work practices and how to implement them.

Attendees included Jordan Elbridge School, Bolton Point, Lewis County Hospital, Americold, Onondaga Central Schools, and Renmatix Inc.

SAFETY SHOUTOUT!

The Field Safety Committee would like to give special recognition to **John Fox** for his exemplary commitment to safety as demonstrated during a job briefing observed by the senior management of National Grid while on a site tour of several NG projects in Western NY.

The head of National Grid (UK) visited the sites with local NG personnel and was particularly impressed with the thoroughness of Fox's tailboard presentation as well as the overall project.

SAFETY AWARDS

A recent initiative started by the Field and Corporate Safety Committees is to annually recognize individuals for outstanding effort and achievement in making O'Connell Electric a safer place to work. The first round of awards were proudly presented at this year's annual safety picnic.

Brett Rose

Brett was assisting on a job in Buffalo performing switching to energize a newly installed service ranging from 34.5kv at the primary to 480 volt circuits at the secondary. Brett tested all of the circuits for shorts and grounds prior to energizing. The cables had been tested with a megger as well, prior to his arrival. As he energized one of the 480 volt, 400 amp breakers, the molded case breaker exploded. All of the covers were installed on the panel but the energy and the arc flash still found its way out toward Brett. Because he had worn all of his PPE, he was not injured. The arc flash was later found to be the result of improper sizing of CT's factory-installed inside the molded case breaker which, when energized, created a phase to phase fault.

Brett's commitment to safe work procedures should be commended, his dedication to our safety culture is what allowed him to go home unscathed to his family with a story to share for all of our benefit.

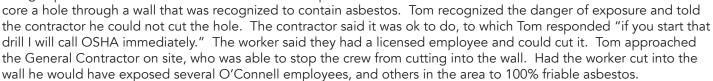


Tom Murphy

Tom was working on a job in Syracuse when a fellow electrician was injured on the site while employed by another contractor. He hit his head on a steel beam working in an aerial lift, causing a large cut above his eye. The injured employee told his co-workers "Take me to the O'Connell guys, they will know what to do." Tom acted quickly to provide first aid for the injured electrician.

The employee's contractor had no policy for treating injured employees, so Tom acted on our policy by driving the injured worker to the local Urgent Care, where he also waited and drove him back to the job site.

On the same job, Tom prevented several employees from being exposed to asbestos. Another contractor set up to



Tom has since moved on to be a training instructor for the IBEW Local 43 Joint Apprenticeship Training Center, where he can help to instill the safety values he shared while employed with O'Connell, with all the future electricians in the Local 43 Union.





Working safely is the foundation of our partnerships with fellow employees, unions, customers, subcontractors, and suppliers. We want all of our employees and every person O'Connell touches to finish every work day injury free.

Mark Valerio

When an organization focuses on safety improvement, the role of the individual leader becomes increasingly prominent. Being an effective safety leader takes something over and above what it takes to be a good leader generally, and awareness and emotional commitment make the difference. A great safety leader also recognizes and believes deeply in the worth of the individual. The Field Safety Committee presented the award for excellence in safety leadership to Mark Valerio. Mark's focus and dedication has resulted in a strong corporate safety culture that permeates the entire company and carries over into employees' personal lives. Mark brings his knowledge and experience from his years as a lineman to promote a safe culture for each and every person he comes in contact with and his passion and sincerity drive the message home.





Annual PM Summit

This Fall, Project Managers, Coordinators and Administrators gathered over two days to review key aspects of O'Connell's standard operating procedures for managing projects. The summit always has a heavy emphasis on safety and updated policies. Employees also take advantage of being together to collaborate and share ideas on how to better manage projects.





BUFFALO

Our Western NY team is all settled into their new office in Lancaster. Employees hosted an open house this Fall to show off the building to our new neighbors, customers and friends in the region.









Lake Breeze Fruit
Farms installed a
1.08 mega-watt
solar system this
summer. Rochester
Solar Technologies
largest design and
installation to date.

Lake Breeze produces apples and cherries, and also serves as a shipping and receiving hub for cold fruit storage. The farm's cold storage warehouse has huge energy demands, prompting the owners to research options for reducing their annual utility cost. Rochester Solar Technologies offered a custom-designed solar system to provide over 83% of the building's annual energy consumption. The 1.08 mega-watt system was built with 3,200 340-Watt Seraphim US made solar modules and 34 SMA Tripower inverters. It is estimated to generate 1.1 million kWh annually. Lake Breeze's new solar system eliminates the uncertainty of utility rates because the energy generation produced is predictable over the next 25 years. The estimated cost of energy for the solar generation is less than 3 cents per kWh, providing a return on investment in under five years.

Projects Managed by RST Division Manager, Lane Young and Foreman, Jeff Conte.

Systems designed by Bri Martin.

Project support, sales and consulting by Haley Rotter.



The Eastern Service Workers Association and Benefit Office has demonstrated its commitment to sustainable development with a new solar PV system.

The building, located on Bay Street in Rochester, was outfitted with 68 LG-365 solar modules. The system will generate over 20,000 kWh of power yearly, replacing at least 70% of ESWA's electrical use. An adjacent building was outfitted with 18 modules and will generate approximately 60% of current usage.

"The solar project is an investment in a positive approach to the energy needs of our organization for decades to come," said ESWA Operations Manager Mark Horn.

The system was fully commissioned by mid-May, and the ESWA began seeing results immediately.

When mother nature is at its worst, our crews are at their best. From historical flooding in Lake Ontario, to Hurricane Irma, this summer and fall season have been relentless. Check out the details and photos of some of O'Connell's response efforts on the following pages.

Hurricane irma

Over 50 O'Connell linemen and support personnel were deployed in early September for a pre-storm staging effort in anticipation of Hurricane Irma. Initially staging in Lake City, the crews were registered with the host utility until they were dispatched to stage at Disney's Epcot resort. The stay was brief, as the utilities' logistics team wanted to move our crews closer to the path of the hurricane. This was in an effort to have line resources as close to the devastation as possible to prevent access delays after the storm, due to destroyed or impassable roads.

Our last stop was in Ft. Pierce, Florida, on the Atlantic coast, and was on the outer edge of Irma's eye. The crews hunkered down for two days waiting for the "all clear" to mobilize to their restoration location and begin reenergizing south Florida.

When work commenced, crews were assigned to the Miami metro area and suburb of Hialeah. Most of the damage was fallen wire due to downed trees. Everyone worked vigorously in the least favorable conditions, many times being forced to sleep in the trucks because hotels were not available.

After more than two weeks of storm response, the crews moved to other parts of the gulf coast, where they spent another week or so helping restore power to 90,000 customers that were still waiting.

In total, our linemen spent a little over a month on the road helping restore power in the wake of Hurricane Irma.









The team posing for a group photo before heading home.

Leading the teams on storm work this year were Dave Emmi, Project Manager for the Power Group, and Foremen Phil Ballesteros, Steve Parkes, Randy Fletcher, and Tony Nelson.



Northeastern Wind Storms

In early November, an unprecedented windstorm struck the northeast causing many downed tree limbs and power lines in southeastern New York, much of New England and devastating Central Maine. The storm caused over one million outages throughout the northeast. In a matter of hours, O'Connell Electric deployed over 25 crews from Westchester County, New York to Bangor, Maine.

"Just saw a couple of your trucks drive down my road. Thank You for coming to Maine to help get power back up for so many people! We appreciate it!"

S. Norris



Upon getting the call for help, O'Connell promptly dispatched line crews to begin work. We've never been a company to shy away from complicated and unique projects in situations like this. O'Connell responds to storm damage frequently, but usually not to remote areas surrounded by flood waters.

A local barge service was utilized to mobilize manpower, material and equipment, including a 43,000-pound bucket truck, to the work area. Linemen installed two new poles and replaced ten transformers on existing poles to convert power to a different system voltage. The new poles now support a span of wire that crosses the bay from Lake Bluff Drive to the eastern shore of the beach.

"It is great to see that our linemen can jump right into situations like this and bring power back to homeowners."

Dave Emmi, Project Manager

Rochester Reliability Power Upgrades

For the past few years, RG&E, along with other organizations and stakeholders in the region, have been conducting various reliability studies of the power grid to determine if bulk transmission and local distribution systems can maintain the power supply for the City of Rochester and surrounding areas.

O'Connell Electric was awarded construction and commissioning of Station 122, the commissioning at Station 80, medium voltage cable installations and commissioning between Stations 1, 7, 29, 38, 42, 81, and 137, and the commissioning of Station 38 switchgear upgrades. Although time constraints were communicated by the customer beforehand, all of the efforts for these projects were performed simultaneously.

We were also asked to provide commissioning coordinator duties for Stations 80 and 122. Responsibilities included coordinating construction activities with RG&E Energy Control Center and site contractors to ensure in-service equipment outages were minimized and system reliability was not compromised.



Station 122 was a large reconfiguration of the existing substation. Constant coordination between all contractors and the customer resulted in a positive outcome, allowing for all transformers to be energized on time.

Station 80 was also a large reconfiguration of the existing substation. Our Commissioning Manager ensured that a quality product was the result of our presence on site. Multiple different electrical contractors working on the project made for tough continuity between each phase. Although the team faced many hurdles, Station 80 was energized on time.

The local distribution system medium voltage cable replacements required constant coordination between all contractors and the customer. With all of the cable being underground, there was minimal public traffic impact. Although the cable pulls were difficult, being mostly in existing vintage conduit, crews completed the project with minimal difficulty.



Work at Station 122 was led by Tim Ehmann, Project Manager for the Power Group, and General Foremen John Fox, Mark Brunner, and Tim Kehoe.

For Stations 122 and 80, Brad Hartford was the Project Manager for Technical Services, who managed the testing and commissioning along with John Sargent, Commissioning Engineer.

News from Our Syracuse Office

Foreman Brad Galton received the Syracuse Builders Exchange Craftsmanship Award for his work at Cintas in North Syracuse.

The fast-track project consisted of renovating 55,000-square-feet of space to accommodate the new light industrial wash facility. Project Manager, Corey Brunet, nominated Brad for his demonstration of superior workmanship and his outstanding customer focus through the duration of the project.

Many aspects of the project fell on Brad's shoulders to design build as work progressed. He was instrumental in the layout of lighting, process mechanical, and control equipment. Although Cintas has other facilities throughout the country, this was the first facility to incorporate a new design. Brad overcame many design challenges due to the vast amount of equipment and process areas throughout the facility. He worked exceptionally well with the client and worked quickly to present solutions to their unique challenges. Cintas ended up actually utilizing some of Brad's ideas and additions, and added them to the company's standard operating procedures for design and construction of future buildings.

The craftsmanship and performance Brad and his team provided did not go unnoticed by Cintas representatives. After work with the prime contractor was complete, O'Connell was asked to remain on site for a few weeks working directly for Cintas.

Brad's commitment to quality, attention to detail and customer service was exceptional. He was an asset to the prime contractor, other trades and younger electricians assisting him throughout the project. Brad's work on this project was so well executed, the prime contractor mentioned that it was a shame all the conduit work had to be covered up with paint.





Brad began his career as an electrician in 2002, and became a member of the IBEW Local 43 in Syracuse in 2005, where he started with O'Connell Electric as an apprentice and worked his way to journeyman level. The quality of his work and his attention to detail quickly became evident to his coworkers and management at O'Connell.

Brad is a 2001 graduate of Cornell University. He currently resides in Cazenovia, New York along with his wife Anne and their three children. When he is not working, he can be found spending time with his family outdoors enjoying such activities as camping, hiking and fishing.





Local Union 1249 opened its doors to a new state-of-the-art safety training facility in Cicero, NY.

The property was an abandoned airport with a 2,500-foot-long asphalt runway, allowing perfect access for a new transmission line to train linemen. The facility also has sub-transmission construction areas as well as a distribution training area. A new 13,800-square-foot building has two classrooms, a common area and restrooms in one part, and another area of about 9,000-square-feet is an open arena for indoor climbing and other simulation type training environments. Steve Briem led a crew to provide all of the electrical infrastructure for the new construction and renovation.

SORRA's semiconductor fabrication plant nearly complete.

The company is a world leader in the development of advanced lighting products and gallium nitride on gallium nitride (GaN on GaN) LED technology. Our Syracuse team has had a crew on the project from its beginning stages in 2016. Pictured is the 277/480 volt 6,000 amp unit sub on the second floor. Don Coon, General Manager for our Syracuse office, and Foreman, Andy Schaffner, are leading the project.





New solar lighting installed at Lakeview Amphitheater.

This summer Project Manager, Jim Penoyer, and Foreman, Dave Rivers, managed a crew to install a new service, solar lights and dock lights for the concert venue's new boat docks. Named Lakeview Point Landing, the new docks provide boaters with a convenient access point to reach Onondaga Park's West Shore Trail which runs directly through the Amphitheater.

News from Our Victor and Buffalo Offices







Construction Services has been in full gear at the Eastman Business Park this year.

In an on-going project to convert Eastman Business Park in Rochester, NY from coal to natural gas, RED-Rochester (Recycled Energy Development) continues to make progress toward completion of the transition. This project will make Eastman Business Park coal free and effectively eliminate emissions of sulfur dioxide and heavy metals, and reduce CO2 emissions by 50%, among other environmentally beneficial results. This will allow for incoming businesses to the Park to operate more cost-effectively and in a more environmentally friendly manner. O'Connell's work is being led by Project Manager Rob Miller, Construction Services Division, and Foreman, Keith Marten.

Capen Hall, at the University of Buffalo, aims to be the future of student-centered service - a "one-stop shop" experience on the school's north campus.

1Capen, as it has been named, serves to consolidate services students most frequently use into one central space, ensuring easy access.

O'Connell installed 375, category 6A F/UTP data connections for LAN and Wireless Access Points, relocated cat 6 connections from an old closet, consolidated and extended cat 5E connections that were not long enough to be relocated for the renovation project. The team, led by Project Manager, Dave D'Ettorre, from our Communications Division, and Foreman Angelo Infantino, also provided the build out of a state-of-the-art data closet with full grounding and installed coax connections for the wall-mounted TV displays.



1Capen is the second phase of the Heart of the Campus (HOTC) project, a UB 2020 initiative to enhance the student learning experience by creating a "learning landscape" in the center of the campus.

Instead of asking what the fabrication shop can do, ask what can't they do?

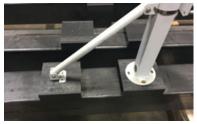
Our Construction Services Division has designed and fabricated many different types of steel assemblies within the past year or so, for many projects around the state. Equipment racks are a common request among the majority of the items built, but other items include camera poles, anchor bolt set ups, handrails and conduit supports, among others. Check out a few recent items the CS Fabrication team has produced that will hopefully get you thinking, what can't they do?















O'Connell has been heavily involved with recent natural gas projects in the region since Dominion Energy Transmission began its New Market Project.

This initiative will add approximately 33,000 horsepower of compression to Dominion's existing pipeline transmission system. Tom Sweeney, Project Manager for the Natural Gas Division, and Foreman Scott Rohr, have been leading a crew at the Brookman Corners Station. This existing station is gaining a new combustion turbine, two new reciprocating engines, and two new gas coolers. The expansion also includes a new meter station, expansion of existing compression and auxiliary buildings, a new non-custody transfer building and replacement of an existing auxiliary generator. Work began well before our electricians arrived at the job site. Sweeney collaborated with LMC Contractors to utilize available space at their manufacturing facility and fabricated most of the conduit runs that needed to be installed in a new concrete pad. What would have taken weeks to do on-site, instead only took several days to have ready for the concrete pour.





Employee News

Team News

New Employees and Position Changes

Samuel Bloomquist Warehouse Assistant in Henrietta Office

Gerald Bricks Technical Services Electrical Engineer in Victor Office

Teylor Cherchio Project Manager/Estimator in Syracuse Office

Carlie Freitas Payroll Specialist in Victor Office

Amy James Administrative Assistant in Buffalo Office

Michelle Jones TEGG Electrical Services Sales Rep in Buffalo Office

Kenneth Lincicum Project Manager/Estimator in Buffalo Office

Jeffrey Malinowski Warehouse Assistant in Victor Office

Lynnette Parker Project Coordinator in Syracuse Office

Tyler Sanders Design & Fabrication BIM Coordinator in Victor Office

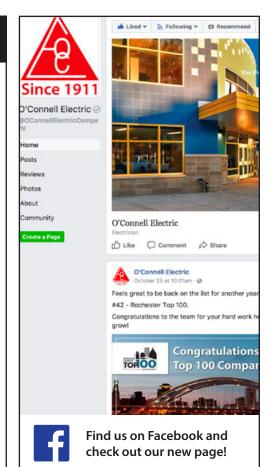
William Schuler Payroll Specialist in Victor Office

Wesley Staroba Project Manager/Estimator in Albany Office

Michael Waidell On-Site Safety Coordinator for Henrietta Office

Brian Wanck Technical Services Commissioning Engineer in Victor Office

Laekyn Wright Purchasing Coordinator in Victor Office





congratulations Recent Additions to our O'Connell Family



Natalie Ellis Holtz, granddaughter of Florence and Joe Pellerite, Executive VP of Operations.

Ayrton Victor Salerno, grandson of Eileen and Victor Salerno, CEO.



Oliver James Reybrouck, son of Heidi and Dustin Reybrouck, System Administrator.

Business of the Year

The Victor Local Development Corporation honored O'Connell Electric Company as Business Of The Year for its 13th Annual Victor Business Awards, hosted at Cobblestone Creek Country Club.

A nominating committee selected O'Connell based on factors including increased expansion, increase in sales, contributions to the community, and demonstration of staying power.

Key considerations for selection were our history of growth in Victor, NY along with recent construction and renovations at office locations in Buffalo, Syracuse and Schenectady, NY over the past two years. Other factors include our revenue growth that placed us on Rochester's Top 100 list and our involvement within the Rochester community. Each member of the executive team resides on at least one board for a local non-profit organization.

The Victor Local Development Corporation, a not for profit entity, delivers economic development programs by encouraging and supporting business investment in the Town and Village of Victor, NY.



Victor Salerno, CEO and Walter Parkes, Chairman, pose with their award on behalf of O'Connell Electric. Left to Right: Robert Duffy, President Greater Rochester Chamber, Jack Marren, Victor Town Supervisor, Gary Hadden, Victor Village Mayor, Walt, Vic, Kathy Rayburn, Director Victor Economic Development, Rich Funke, New York State Senator, Brian Kolb, Assembly Minority Leader.



Alex Michael Thomas, son of Melissa and Chris Thomas, Estimator.



Emma Irene Parkes, daughter of Kristin and Michael Parkes, General Manager, Power Group.



Levi John Miller, son of Kara and John Miller, Marketing Manager.



Abigail Rose Tobey, daughter of Sarah and Brian Tobey, LU 86 Electrician.



Jay Seidel, retired Project Manager, and his wife, Cathy, welcomed two more grandchildren to the family this year. Their daughter, Kristen and son-in-law, Steve, had Aubrey Savage (top). Their daughter, Samantha, and son-inlaw, Tim, had Paxton Weckesser (bottom).



O'Connell's Leadership Receive Top Industry Honors





October 10th, Vic, Chief Executive Officer, was bestowed with one of the highest honors as a business leader in our Rochester community. Since its launch in 2001, the Hall of Fame has honored successful business people who have influenced the Greater Rochester community, through both their business achievements and their personal and philanthropic contributions. They are chosen by the Hall of Fame Committee, which is advised by an independent group that includes past inductees.

Pictured above: Vic with his family at the induction gala. On the right, Vic receives a gift as part of his induction. Rumor has it, it's from Tiffany & Co. He still hasn't told anyone what was in the box!

Walt Parkes was inducted into the Rochester Business Hall of Fame in 2006. No pressure, Tom!

October 8th, Tom, Chief Operating Officer, was inducted into the Academy of Electrical Contracting at the General Session of the NECA 2017 Convention and Trade Show in Seattle, WA. Fellowship in the Academy is one of the highest honors bestowed upon an individual in the electrical industry.

Pictured below: Tom with his father and Board Chairman, Walt Parkes, and son, Michael, who serves as General Manager of the Power Group in Henrietta. Walt was inducted into the Academy in 1997. No pressure, Mike!







O'Connell Electric was ranked #42 this year for the Rochester Chamber Top 100, a program that recognizes the fastest-growing privately owned companies in the Greater Rochester region. Positions are computed based on revenue growth, taking into account both dollar and percentage of growth. This is the 17th time O'Connell has been listed. We were named #1 in 1991.



We came in at #44 this year for EC&M Magazine's annual Top 50 Electrical Contractors list. We moved up three spots from last year.



Our Victor Employees put together a team for the Electrical Association of Western New York's annual bowling tournament. Always a great time.



The team from our Syracuse office participated in the Chase Corporate Challenge this Summer. Our first of many to come!





Continuing with their annual tradition, employees volunteered to hang lights for Hospice of Central NY.





22nd Annual Golf Tournament is in the Books

This Fall the Junior Builders Exchange of Rochester hosted their 22nd Annual Charity Golf Tournament to support the Mary Parkes Center for Asthma, Allergy and Pulmonary Care. The tournament was a huge success, raising more than \$191,000 for the Asthma Center.

Funds raised allow the center to further its ongoing initiatives, technological advancements and research efforts while continuing to build upon, and expand its excellence in patient and family care.













On behalf of the entire Parkes Family, our sincere appreciation and thanks for your continued dedication, commitment, support and involvement this year and in past years!

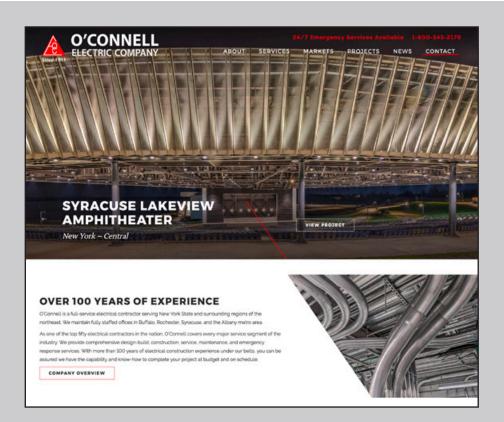
Susan Parkes-McNally Committee Chair, Founding Member of the MP Asthma Center



From all of us at O'Connell Electric, have a safe and wonderful New Year.



830 Phillips Road | Victor, NY 14564



Check it out!

We recently launched our new website.

Visit us online at www.oconnellelectric.com

