



Published for the Friends of Bay Mechanical & Electrical Corp

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Cleveland State University Main Classroom Plaza Buildout Phase 1C Winner of 2008 Chairman's Cup Project of the Year



Bay Mechanical & Electrical's work on The Cleveland State University Main Classroom Project swept the Annual Associated Builders & Contractors Excellence in Construction Award's, which were held on Friday October 17, 2008 at the Metropolitan Grand Ballroom in the Huntington Building. Not only did Bay win two Excellence in Construction Awards (Mechanical \$3-10 Million and

Electrical \$3-10 Million) but we also won the Chairman's Cup, which is for the best overall project of the year.

Established in 1964, Cleveland State University is a metropolitan university located in the heart of downtown Cleveland. Cleveland State has an enrollment of approximately 16,000 students and its campus consists of 85 acres, the largest footprint in downtown Cleveland.

Recognizing the challenges and limitations of a campus located in the heart of a metropolitan setting, a master plan was developed to convert the University into an integral part of downtown Cleveland. The plan strategically addresses parking, safety and other quality of life issues mak-

ing the campus more appealing to students, faculty and staff. The campus wide green space network is being expanded to provide a more attractive passageway to all of the campuses destinations as well as the neighborhoods surrounding the University.

This \$250 million-plus plan called "Building Blocks for the Future" is changing the image of both the campus and the city. Some of the major projects include a new Student Center, a new College of Education, the Main Classroom Building and major renovations of many other campus facilities. Progress is fast paced and the results are breathtaking. Everywhere you look on campus there's renovation and new construction projects underway.

In March of 2007 Bay Mechanical and Electrical was awarded both the mechanical and electrical contracts for the renovation of the Main Classroom



OUR MISSION

We, the employees of Bay Mechanical and Electrical 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 members of our team.

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President's Letter



Dear Friends

In this issue of The Pipeline, we are celebrating our 60th year. As you will see in the following pages, we have prepared a time-line to chronicle the events that helped shape Bay Mechanical & Electrical Corp., as we know it today.

While pouring over old documents and photographs, I was overcome with a great sense of pride. Pride not only in what the company has become, but pride in the courage and foresight that my parents, Sid and Mary Burns had in 1948 when they embarked upon this journey. Their belief in their own ability to succeed and their commitment to their customers and employees is the foundation of our company today.

I've been with the company full-time since 1967 and president since 1978. In forty-one years there has been many changes in our industry. One thing remains the same, during good times and bad you need to service your customers, treat your vendors fairly and with respect and invest in your employees.

I would like to thank all of our past and current customers and vendors as well as all of the fine people that have served Bay Mechanical & Electrical Corp. I would also like to thank my sister Karen Setzfand for her insight and assistance in sorting out the history of our company.

Terry W. Burns, President



Sid & Mary Burns



Founded in 1948 by Sid and Mary Burns, the company was originally located on Brenner Drive in Lorain. The company was named Burns Sales & Service and was a partnership. The company initially provided sales & service in the heating-refrigeration, television and small appliance repair.

1967 Terry W. Burns joins the company after attending "Fenn College", now Cleveland State University, and started the company in "new construction work", along with our HVAC service. The company's name was changed to Burns Incorporated.

Sid Burns
at work
1949



Early Board of Directors
Meeting 1955



Terry Burns had
an early start 1949

In the 50's, the company split up the television and small appliance sales and service and the partnership ended with Sid and Mary keeping the heating-refrigeration-air conditioning end of the business. Sid's partners "did not see a future in air-conditioning."

1948

1950

1951

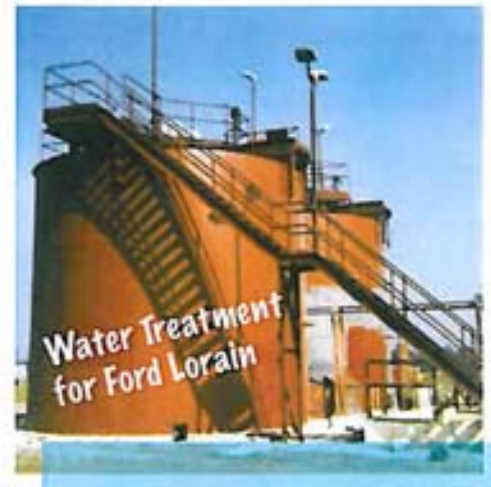
1955

Our 60 Yea



New Corporate
Offices early 70's

Estimating
room early
70's



Water Treatment
for Ford Lorain

Throughout the 70's, Burns, Inc. continued to grow and prosper with many high profile projects: Lorain County Administration Building, Lorain County Jail, and the Ford Motor Co., Lorain and Avon Lake Plants.

BURNS, INCORPORATED
MECHANICAL CONTRACTORS
ANNOUNCE
THE REMOVAL OF THEIR CORPORATE OFFICES
TO
2221 WEST PARK DRIVE
LORAIN, OHIO 44053
Telephone (216) 282-6816

1970-1
Burns, Inc.
purchased
(4) acres of
land on West
Park Dr. and built the
start of our current
shop and offices.



Shop fabrication
for Ford Motor
Company

1969 While working on a joint venture construction project, the plumbing contractor went out of business and Burns Incorporated purchased their tools and equipment and began marketing ourselves as a "plumbing and HVAC contractor."

The deca
company the
"build the bu
Mark Huston



Years of Service



In 1998, we celebrated our 50th Anniversary.



In 1985, Bay acquires the assets of a sheet metal contractor and becomes a "total service mechanical contractor" doing "plumbing, piping, sheet metal fabrication, fire protection, HVAC and service."

In 1978, Sid. and Mary K. Burns retire after 30 years and Terry W. Burns becomes President. Mark Huston becomes a registered fire protection engineer and the company became a State Licensed Fire Protection Contractor.

In 1984, Terry W. Burns was President of the MCA of North Central Ohio, which served a nine county area and represented the most respected mechanical contractors in the area of the 12 members. Only 4 are still in business today.

In 1991, through the acquisition of North Coast Electric, we became a major player in the electrical contracting field with additional core people joining the company - "Dan Brezinski" - "Nelson Colon" - "Denny Dembinski" - "Dick Feldkamp" - "Kenny Greszler" - "Kurt Koepf", "Cindy Allen" and "Bill Hrivnak".

so brought to our people that helped ss" Don Reed (1974) '7) Art Cooke (1977).

In 1982, Bay Mechanical Corp. was formed to operate as a "Merit Shop Contractor" and was well received by the business community

In 1995, we changed our company name to better reflect our operation to "Bay Mechanical and Electrical Corp."



Bellevue Hospital

As we entered the 21st century, Bay Mechanical & Electrical has developed into the major player as the only "plumbing-HVAC-fire protection-process piping-electrical and service contractor in Northern Ohio doing projects that range in size from a simple service call to a 30 million dollar hospital project. We self perform all work disciplines and hold state licenses in HVAC, electrical, plumbing, refrigeration, boiler, hydronics, fire- protection, and fire alarm.



Bay Sheet Metal Fabrication Shop



In 2001, we expanded our office and warehouse facility to better serve our customers and accommodate our growth. We also expanded and automated our sheet metal fabrication area.

Our Mission Statement has not changed;

"We, the employees of Bay Mechanical & Electrical 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 members of our team "

Bay Mechanical & Electrical Corporate offices



1995

1998

2001

2008

CSU Main Classroom Plaza Buildout ...continued from page 1



Building Plaza Level. The total MEP contract amount was \$6,500,000. The project included the construction of a new campus entry at East 22nd Street and Chester Ave and the build out of 63,000 Sq. Ft. of space located on the plaza level of the Main Classroom Building. The area constructed houses the student services administrative offices, café/lounge, student activity and cultural areas, and student organization meeting rooms.

The Main Classroom Project would be the first project for Bay at the University and there could not have been a more challenging one. As with most projects, the schedule was critical. In order for other projects on campus to move forward, the Main Classroom project needed to be completed to provide space for relocation of other departments and the demolition of other facilities. Working in an existing building with ongoing classes and lectures required practices to limit noise and contact with students and staff.

Other challenges included parking and equipment and material deliveries. Having both the mechanical and electrical contracts, parking was necessary for an average of 30 employees a day. This can be a problem on a campus that already has a parking shortage. Making equipment and material deliveries on a congested site in downtown Cleveland is time consuming and a safety concern.



As with all Bay projects, our management staff addressed all of these challenges in our project kick off meetings. Our staff came to the conclusion that the most effective and productive way to approach this project was to work the job on a third shift. This eliminated the

parking problem, the delivery problem and the concerns with noise and its effect on ongoing operations. To alleviate material congestion due to limited storage space, Bay used

local warehousing to store material and equipment and instituted a just on time delivery policy. As on other projects where Bay is responsible for all of the MEP trades, coordination was much easier. By generating both the electrical and mechanical shop drawings and coordination drawings in house, Bay was able to be much more productive during the installation process in the field.

Entering into this project the Bay management team knew that our performance would be scrutinized. It was a large high-profile job right downtown Cleveland. The owner not having previously worked with our company was understandably concerned. A project of this magnitude with an aggressive schedule is challenging enough for an owner without the added question of whether a major participant on the project was going to perform.

From day one, the CSU staff gave our team nothing but respect and cooperation. Without the support of CSU's staff construction manager Hugh Holley and the rest of the University staff, this project would not have been the success it has become.

Bay Mechanical & Electrical is proud to be part of the transformation that is underway at Cleveland State University. Already a great source of pride for the people of Cleveland, the University is on its way to becoming one of the City's greatest assets.

Project Name: Cleveland State University, Main Classroom Plaza Buildout, Phase 1C

CSU Director of Capital Planning and University Architect: Edward P. Schmittgen

CSU Construction Manager: Hugh Holley

Architect Consultant: CBLH Design, Timothy S. Hunsicker, AIA

Mechanical and Electrical Engineer: Karpinski Engineering
Contract Amount: \$6,460,000.00

Started: April 2007

Completed: August 2008

Bay Wins Fifth Diamond Safety Award

October 17 was a big night for Bay Mechanical & Electrical. At the 2008 Associated Builders and Contractors annual awards banquet Bay won two Awards of Excellence, The Chairman's Cup and closed the evening out by winning our fifth **Diamond Safety Award**.

This prestigious award is given to the company that best exemplifies a commitment to safety. At Bay safety is not just another buzzword. We take safety very serious At Bay providing a safe; drug free workplace for employees and customers is our top priority.

Heather Aschemeier our Director of Human Resources in charge of safety while accepting this award said, " This award is a trib-

ute to the management of Bay Mechanical & Electrical for their commitment of resources to our safety program and to the all of the employees at Bay that give me the utmost respect and support in my efforts to maintain a safe workplace for all of our employees and customers "

Earlier this year Bay also won its seventh Platinum Step Award. This award recognizes companies that are committed to safety training, skills training and the overall well being of their employees.

