

CONNECTING

POWERING communities. **EMPOWERING** people.

2024

CELEBRATING

85

YEARS IN BUSINESS

A Message from Kendra Hart

PRESIDENT AT MARTIN ELECTRIC

As we close out another successful year and look ahead to 2025, I want to take a moment to reflect on everything we've accomplished together at Martin Electric. This has been a year filled with progress, growth, and achievement—thanks to the dedication, passion, and expertise of our incredible team.

In 2024, we continued to strengthen our relationships with our clients, deliver exceptional results on our projects, and expand our capabilities in new and exciting ways. Each project completed, each milestone reached, is a direct reflection of the hard work and commitment of every individual here. I am truly grateful for the energy and enthusiasm you bring to your work, day in and day out.

As we look to the future, we are excited about the many opportunities that 2025 will bring. With several exciting projects in the pipeline and new challenges to tackle, we remain focused on delivering the high-quality service our clients have come to expect, while also fostering an environment of safety, innovation, and growth for our team.

Wishing all of you a wonderful end to 2024 and a prosperous start to 2025. Here's to a year of continued success, growth, and teamwork!



Kendra



WE ARE WBE CERTIFIED!

Martin Electric has taken on a new title in 2024 as a New York State Certified Women-Owned Business Enterprise (WBE). As a commercial and industrial electrical contractor, we are proud to say that this certification has been able to help us grow active client relationships and create new client relationships.



Certified Women-Owned Business Enterprise

CELEBRATING

85

YEARS IN BUSINESS

85 years is an incredible milestone for Martin Electric! Since our founding in 1939, our core competencies of safety, quality, innovation, and collaboration have guided us in everything we do. Our continued growth and achievements are a testament to the relationships we've built with our employees, clients, vendors, and community. Through three generations of Hart leadership, lessons of quality, relationships, and people.

1939 GJM Leadership

George J Martin & Son, Inc. was founded by George J Martin Sr. as a unionized electrical contracting company serving the Albany, NY area. Don Hart began his apprenticeship with the IBEW in 1955 at 23 years old and immediately began working for George. He was quickly promoted to foreman and then to a multifaceted leadership position taking on projects like Harriman Capus and Albany Medical Center.

1975 Hart Leadership

George Martin Jr. decid-

ed to retire and, with high praise, offered Don the opportunity to buy the business. Due to the weakening economy, especially in the construction industry, many people close to Don, including George Martin himself, advised he may be "getting in over his head" in purchasing the business. Despite the uncertainty and with seven children to feed, Don Hart decided to take on the challenge and purchased the business from George Martin Jr. on July 9, 1975.

1978 Growing Relationships

One of the company's most memorable and gratifying moments was being awarded a



redundant power job with NY Telephone Company. Due to the quality of workmanship and relationship management on this marquee project, Martin Electric remains working for the company, now known as Verizon, more than 40 years later. The same commitment to relationships has led to consistent projects for companies like Regeneron and CSC.

2020 3rd Gen Leadership

The generations of Hart family leadership continued to grow in 2020 when Don and Joan's granddaughter, Kendra Hart, became president of Martin Electric. She currently holds that role and leads the company with positive attributes she took from each of her family members who held leadership roles before her. In this time, Martin Electric has completed jobs like Plug Power, MetLife and Regeneron Expansions.



We celebrated 85 years at the Martin Electric office with live music, food trucks, raffles, good brews and more!

LIFE AT MARTIN ELECTRIC

"Happy Electrician, Happy Life" Wait... that's not the saying?

At Martin Electric we are committed to investing in and appreciating our employees who work so hard each day to create a successful job and a safe working environment.

Here are some of the ways we spend time together:



LUNCH & LEARNS



WORKFORCE DEVELOPMENT



EMPLOYEE ENGAGEMENT EVENTS



VOLUNTEER OPPORTUNITIES



TEAM BUILDING COMPETITIONS



FAMILY FORWARD EVENTS

www.martinelectric.com

WORKFORCE DEVELOPMENT

As a growing industry, it is important that we do our part for the development of the workforce in the trades. Whether it directly impacts us or carries over to our trade partners, Martin Electric prioritizes advocating for the trades. Here are a few ways we volunteered our time and knowledge to the future workforce this year:



GOFF MIDDLE SCHOOL



TROY ELEMENTARY SCHOOL



HVCC DEMARK VOCATIONAL SCHOOL



FEATURED COMPLETED PROJECTS



PORT OF COEYMANS, NY

NJ TRANSIT PORTAL BRIDGE

Two-track replacement bridge, Portal North, will rise 50 ft over the river and, including the approaches, span nearly 2.5 miles of the Northeast Corridor. Portal North Bridge is an important element of the broader Gateway Program that will eventually double rail capacity between Newark and New York.



LOUDONVILLE, NY

SIENA COLLEGE NOBEL HALL

The Nobel Hall science center expansion will directly impact 41% of the Siena College student body. The new construction science complex will feature approximately 40,000 sq ft of all-new specialized laboratories, active learning spaces, and more.



RENSELAER, NY

GENERAL DYNAMICS - UPS

Martin Electric demoed existing and installed new 9395P UPS-2 in same footprint as old UPS-MOD-2, re-using existing DC feeders.

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FEATURED GROUND BREAKINGS



ALBANY, NY

ALBANY INTERNATIONAL TERMINAL EXPANSION

Martin Electric is no stranger to Albany International. In 2018, our Company was the electrical contractor on their runway lighting project. Now, in 2024, our Company is work with trade partners, Turner and MLB on the airport's Terminal Expansion.



NISKAYUNA, NY

GE VERNOVA

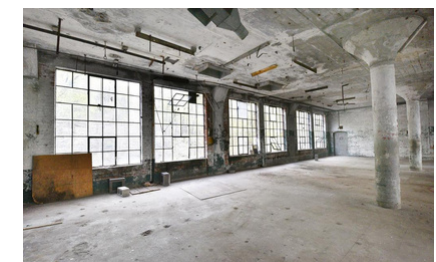
In collaboration with Bonacquisti, our Company broke ground with the new construction of a 50,000 sq ft GE Vernova Building which highlights a DAC system allowing for mass carbon dioxide removal.



RENSELAER, NY

BARNETT MILLS

In collaboration with BBL, our Company is transforming the old Shoddy Mills into a 72-unit riverfront apartment complex with 20,000 sq ft of commercial space.



EMPLOYEE HIGHLIGHTS



CONGRATULATIONS, IAN!

RCDD CERTIFICATION

This past April, our Communications Division Leader, Ian Ippolito, completed a weeklong training at the BICSI headquarters in Tampa, FL as a step towards completing his RCDD Certification, learning about best practices for telecommunications distribution design and emerging trends in IT infrastructure. He then completed his RCDD Certification, signifying a high level of expertise in designing and managing telecommunications distribution systems. With Ian's commitment to professional growth, we can expect our projects to reflect the best in industry standards and practices. Thanks for your continued commitment to improvement, Ian!

HAPPY RETIREMENT!

JEFF SLAYBAUGH

Martin Electric has been very fortunate to have Jeff Slaybaugh as a part of the team. For the last 18 years, Jeff has been our automation and building management control expert. As a foreman, he has run countless jobs at Regeneron Pharmaceuticals. Jeff has the heart of a teacher and enjoys encouraging others to continually learn and refine their skills. As a true craftsman, Jeff has never been content with a project that was just "good enough", he wanted it to be done to the best quality possible. Jeff has both integrity and a strong work ethic. He always goes above and beyond when it not only comes to a project, but also how he cares about those around him. We will miss having him on our crew. We wish the best for the future of Yokagowa.... no one knows it like Jeff!



CONGRATULATIONS, LEE!

APPRENTICESHIP GRADUATION 2024

Having served on the Joint Apprenticeship Training Committee for the past 22 years, it's truly an honor to congratulate our graduate and Outstanding Apprenticeship Award Winner, Lee Stone. I, along with the entire IBEW, am incredibly proud of your achievements. Over the last five years, you have dedicated yourself to mastering the fundamentals and field skills of electrical construction. You've earned a valuable skill set and Journeyman designation, which will open up countless opportunities and enhance your quality of life.



Remember that your journey is just beginning. Keep learning—our industry is constantly evolving. Always prioritize safety; never sacrifice it for productivity. Quality is invaluable, so strive for excellence not only in your work but also in your teamwork. Empower those around you—the collective effort is greater than any individual contribution. Most importantly, don't forget where you started; mentor the next generation of apprentices just as you were mentored. You've set a high standard, and you give me great hope for the future of our industry. Congratulations, and thank you!



THE YEAR OF THE BABIES!

THE MARTIN ELECTRIC FAMILY IS DOING THEIR PART FOR THE FUTURE WORKFORCE ... WE WELCOMED 11 NEW BABIES IN 2024!



Henry

Son of Jeff & Alexandra Mahar



Theodore

Son of Don & Anna Schroeder



Kennedy

Daughter of Kendra Hart & Tyler Culberson



Breece

Son of Olivia & Justyn Lacy



Hayden

Son of Tim & Olivia Vermylia



Natalie & baby due Dec!

Daughter of Megan & Aaron Chojeki

CONTINUAL IMPROVEMENT



Q1

**KOJO MATERIAL ORDERING TRAINING
SUMITOMO RIBBON FIBER SPLICING
STAY AT WORK PROGRAM TRAINING
RISK CONTROL FLEET SAFETY SEMINAR
KOJO FIELD TRAINING**



Q2

**SANDLER TRAINING
BICSI TRAINING
AI FOR CONSTRUCTION
OSHA SAFETY WEEK**



Q3

**CONFINED SPACE TRAINING
CADWELL TRAINING ON EXOTHERMIC
CONNECTIONS
NFPA 70E TRAINING
CPR TRAINING
TRIMBLE RTS TRAINING
HILTI FIRE SAFETY CERTIFICATION**



Q4

**LOVELL FALL PROTECTION CERTIFICATION
TELEHANDLER/FORKLIFT TRAINING
REFINED PRE-TASK PLANNING SESSION
SUBMITTALS AND T&M FOCUS GROUPS
WORKING IN WINTER CONDITIONS
BI-ANNUAL LEADERSHIP RETREAT**

Learn more about our Continual Improvement via newsletters at www.martinelectric.com

COMMUNITY SERVICE

Martin Electric is committed to serving not only its employees and customers but also its community. Martin Electric not only provides financial contributions but also lends its services and expertise in construction to community and civic organizations. Martin employees donate over 500+ volunteer hours a year to not-for-profit organizations in the community. Some of the community and civic organizations that Martin Electric supports include:

- Unity House
- Ronald McDonald House
- Girls Inc.
- YWCA
- The Ulman Cancer Fund
- VCHC Saratoga
- Boys & Girls Club Rensselaer County
- East Greenbush Youth Soccer Club
- East Greenbush Police Dept.
- East Greenbush Fire Dept.
- Habitat for Humanity



NEW ACQUISITION



2024 has taken on many new roles - one exciting announcement we made this past May was the acquisition of our low voltage division, Control Network Communications (CNC).

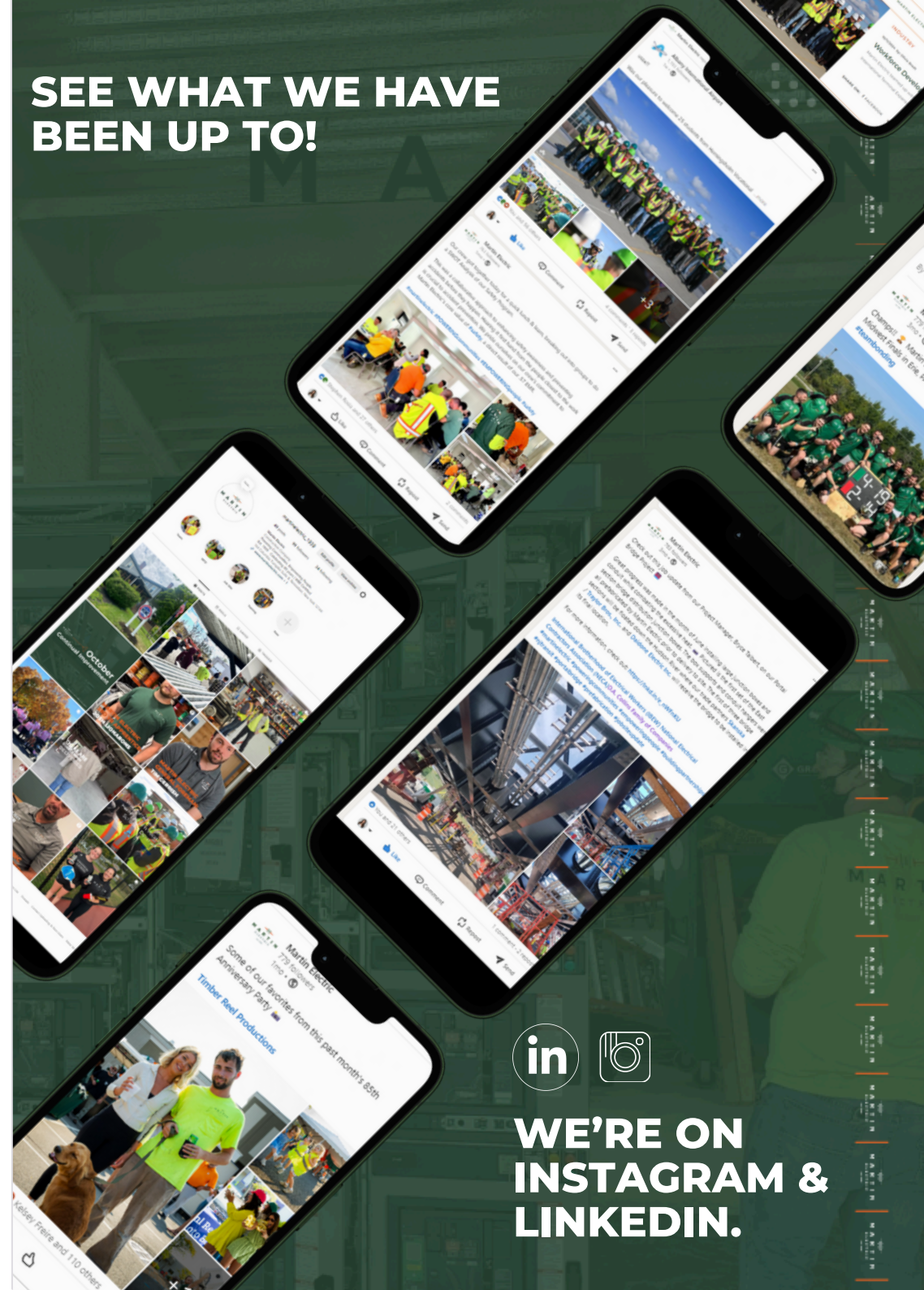
Since 1981, Control Network Communications has offered a one-stop-shop for all IT communication and data needs, ensuring security, efficiency, and reliability, which has cemented their position as leaders and trusted partners in the Capital Region and beyond. As a subsidiary of Martin Electric, CNC is building a future where their combined strengths and shared values will grow their already established dedication to staying at the forefront of emerging trends and technologies. Stefan Strait and Steve Rinkewich have been long time collaborators with Kendra Hart and Martin Electric. The relationship that the three of them have built created an inevitable connection in the workspace fostering many successful collaborative projects such as Plug Power and Rensselaer County Buildings. For years, CNC has established itself as a leader in fiber optic cable, wireless and data networks, network security, IP telephony, security surveillance, access control, and asset recovery. This acquisition is a great opportunity for us to enhance our service offerings and deepen our commitment to providing comprehensive electrical solutions in the Capital Region. Together, we are better positioned than ever to serve our community, meeting today's needs while steering towards a bright and electrifying future.

"Beyond the strong portfolio and impressive client service that CNC brings to the table, we find ourselves most excited about the real heart and soul of what makes CNC exceptional - their people. It is the skillful craftsmen, the unwavering dedication to quality workmanship, the passion for innovation, and the pursuit of perfection that truly represent the most valuable assets joining our team. Many CNC team members have been with the company since its inception, embodying a sense of loyalty and a commitment to excellence that resonates profoundly with our own values at Martin Electric." (Kendra Hart, President)



Learn more about CNC at www.controlnetwork.com

SEE WHAT WE HAVE BEEN UP TO!



WE'RE ON INSTAGRAM & LINKEDIN.

Our Conduit to Success



1. → ASSEMBLE THE TEAM



2. → PRE PLANNING



3. → SAFETY ANALYSIS



4. → SET GOALS



5. → DEVELOP WORKFLOW



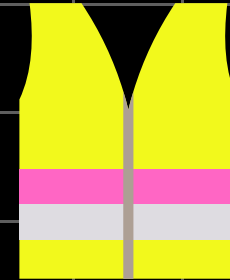
6. → CONSTANT CONTACT

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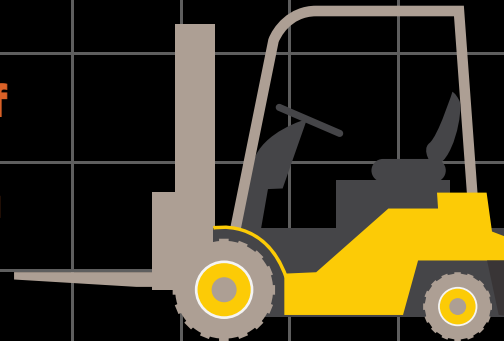
over
85 yrs
in business

WBE CERTIFIED



bonding capacity of
\$60M+
total work program

over
20k sqft
warehousing space





MARTIN

ELECTRIC

est. 1939



Certified
Women-Owned
Business Enterprise

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