

# WELCHElectric

*"all the Power you need"*

September 16, 2011

Roger White  
Gaylor Inc.  
330 S River Dr  
Tempe AZ 85281

Re: Mariposa LPOE

Dear Roger,

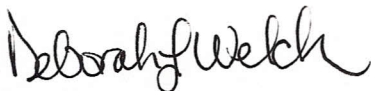
Welch Companies Inc was recently honored with the "Indian Business of the Year for 2011" award from the Arizona NABEC, Native American Business Enterprise Center, MED Week. The NABEC program is part of a nationwide network of centers funded by the U.S. Department of Commerce Minority Business Development Agency assisting minority entrepreneurs.

We are very excited and grateful for this recognition! We recognize that in addition to other best practices, our business activity with Hensel Phelps Construction Company and Gaylor Inc. really set us apart, especially the contract award of Mariposa Land Port of Entry.

Tom, myself and the entire Welch Team sincerely thank you, Roger, for your leadership and your steadfast belief in and commitment to Welch. Also, thank you to the entire Gaylor project team, local and on-site, who interact and work with diligence and in such a professional manner with us. The Mentorship by and Teaming arrangement with Gaylor over the last couple years has really blossomed into a solid relationship that continues to be transformative for Welchs' knowledge and growth. Revenue increase, jobs created for our local economy as well as visibility, has been achieved.

We believe the *strength and integrity* of Gaylor – Welch efforts together for this project is a Teaming & Partnering model that exemplifies the positive impact Large companies have on the growth and cultivation of success of Small companies, that otherwise would not be possible. We received this award with Gaylor, Congratulations!

Respectfully,



Deborah L Welch  
President & CEO



NATIVE AMERICAN WOMAN OWNED SMALL BUSINESS ENTERPRISE  
2447 W 12<sup>th</sup> St, Suite 2, Tempe AZ 85281 (480) 446-9700