



LAKETOWN
ELECTRIC
CORPORATION
CONTRACTORS • ENGINEERS

DISCOVER THE **LEC DIFFERENCE**

TWIN CITIES

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SOUTHERN MN

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Remarkable efforts deliver **extraordinary outcomes**

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ABOUT LEC

Laketown Electric is a large commercial and industrial contractor with offices in the Twin Cities and southern Minnesota with over 150 full time employees.

LEC is known throughout the greater Minnesota region as a commercial and industrial contractor that takes on tough projects and completes them on time and budget.

We specialize in the design, construction and maintenance of healthcare, hospitality, manufacturing, education, food processing, multi-family, and all other large scale commercial projects.

“ KALCON has a wonderful relationship with Laketown Electric and we are always excited to get them involved in our projects. We specialize in building very unique/challenging projects and their willingness to work with us in an economical, team-oriented, manner allows us to give our clients the service the desire at the price that they need. We look forward to continuing our relationship with Laketown Electric for decades to come ”

- **David Kalogerson**
Owner, KALCON

LEC's Core Values

- Commitment to enriching the lives and families of employees and communities
- Can-do attitudes and over-satisfying customers is expected every time
- Honesty and openness
- Reward employees on the merits of their efforts
- Foster an inspirational employee culture that is second to none

We have built our business by surrounding ourselves with those that align with our core values. If there is anything we can ever do to improve our service, our doors are always open.



Matt Bergmann
CEO & Owner



Jake Radford
VP - Mankato Division



Andy Kerber
Executive Vice President



BY THE NUMBERS

- **Founded:** 1975
- **Employees:** 150
- **Annual Revenues:** \$50+ Million
- **Territory:** Central MN to Northern Iowa
- **Mod Rate:** .70
- **Awards:**
 - Inc. 5000 (Seven Times)
 - MSPBJ Fast 50 (Six Times)
 - Progress MN Award
 - MN 500 - Matt Bergmann (Three Times)
 - STEP Diamond Safety
 - MN OSHA Level II

LEC's Fundamental Behaviors and Promises

to our Employees,
Customers, Industry
Partners and Greater
Community

1. **Commitment to Employees** – We care deeply about our employees and their families. We will provide quantifiable roadmaps that show how employees can reach promotional opportunities. We will reward employees on the merits of their achievements and output.
2. **Enriching the Communities, We Live In** – We will give time, resources and financial support to worthy causes and charitable organizations where our employees live. We will be exceptional stewards of the electrical trade by going an extra mile to provide opportunities for others connected to our employees.
3. **Can-Do Attitudes** – We take personal responsibility for making things happen, somehow, someday. Respond to every situation by looking for how we can do it, rather than explaining why it can't be done. Be resourceful and show initiative. Take personal ownership of your responsibilities and exhaust all available resources available before asking for help. Remarkable efforts deliver extraordinary outcomes.
4. **Embrace Difficult Conversations** – Face conflicts head-on, with positive intent, meaning that you believe people are good, fair, and honest during conflict resolutions. Work towards amicable resolutions, not arguments, and always take the high road during challenging situations.
5. **Overly Happy Customers** – Blow away internal and external customers with extraordinary experiences. Report results without being asked, beat expectation deadlines, send thank you notes, give a customer a future referral, and do the unexpected. Always push to deliver to our customers cost conscious, exceptional outcomes with a clear focus on exceptional outcomes.
6. **Be a Finisher** – Fully complete the least desirable tasks first. Do not leave stones unturned for someone else to clean up. Take pride in leaving a job 100% complete without callbacks. Clean up after yourself and thank the customer again.
7. **Be Gracious** - Practice authentic graciousness to all employees, as well as internal and external customers. Say thank you often, hold open a door, go out of your way to show appreciation to others. Treat all employees, as well as internal and external customers with respect and dignity.

- 8. Make your Voice Heard** - Employees are listened to generously with undivided attention. Ideas are shared, innovation is actively encouraged, and differences of experience and perspective are embraced. By listening to your people, you can make better decisions to drive meaningful change.
- 9. Honor Commitments** - We will do what we say we are going to do, when we say we are going to do it, and always follow through. Be reliable, be on time and never be silent or avoid conflicts if you are unable to honor commitments. Take ownership of your commitments and accept discipline if you do not achieve them. Reach for the help of the team to always follow through.
- 10. Push the Envelope, Catch Excellence** - LEC should in all aspects strive to being a leader in the industry. This can include better planning, new programs and technologies, and more agile and accepting to change. We should be making each other better as well and thinking of new ways to make LEC the best. We will chase perfection relentlessly, knowing all the while we can never attain it. But along the way, we will catch excellence.
- 11. Do the Right Thing, Always** - Demonstrate an unwavering commitment to doing the right thing in every action you take and every decision you make, even when no one is looking. Always tell the truth, own up to mistakes, apologize and make it right. Be impeccable with your word.
- 12. Embrace the Process** - Company organization, protocols, methods of procedure, and process standards exist to create consistent high-quality deliverables, and to streamline work flow. Not all protocols need to be followed perfectly 100% of the time, but "striving for perfection is better than settling for less."
- 13. Be Relentless about Improvement** - Look daily to improve yourself and the peers around you. Strive to learn something new every single day and not make the same mistake twice, though we know it happens. Too often we just go with the flow and stop learning since it is how we were taught or how we've always done it, but we should think of better methods to deliver our "product."

- 14. Attention to Detail** - In all things, the devil is in the detail, at LEC we hire people in all areas of expertise that bring planning, capture and focus on details of our business. We will stand out more than our competitors if we put more thought, detail, design and foresight into our project design than those that obviously put in bare minimum effort.
- 15. Look Ahead and Anticipate** - Address future issues in advance before they become problems. Preventing issues is much more effective than fixing them.
- 16. Check Ego at the Door** - It's not about you. Don't let your ego or personal agenda get in the way of doing what's best for the team. Worrying about who gets credit or taking things personally is counterproductive. Make sure every decision is based on advancing company goals.
- 17. Celebrate Success** - Regularly give, receive and ask for meaningful acknowledgement and appreciation in all positions throughout our company. Reward those that go above and beyond in being leaders to help our company exceed its goals.
- 18. Take Initiative** - Waiting for things to go away, and resting on laurels has solved zero problems ever. Follow up on opportunities, take the first step forward, and be the first to raise your hand for involvement when a new issue arises.
- 19. Be a Fanatic About Response Time** - People expect us to respond to their questions and concerns quickly, whether it's in person, via phone or email. Keep all those involved continuously updated on the status of outstanding items. Getting back to people promptly is one way to demonstrate your passion for excellence.
- 20. Have Fun** - Laugh every day, don't take yourself too seriously. Make new meaningful friendships with your coworkers, find ways to make the minutiae and mundane something other than plain!





OUR SERVICES

- **New Construction**
- **Design Build Services**
- **Facility Maintenance**
- **Commercial & Industrial Buildings**
- **Feasibility Studies**
- **Data/Communications, Security & Fire Alarm**
- **Renewable Energy**
- **Medium & High Voltage**
- **BIM/CAD/Revit**
- **Infrared Thermography**
- **Generators**

Delano Intermediate School - Delano, MN

QUALIFICATIONS

We can compete on any project that is design/build, plan and spec, and those that are seeking LEED certification. Project sizes can range from one-hour service calls to \$15+ million in per project electrical scope. We only work on commercial and industrial projects and facilities.



Proud to Be an
Accredited Quality Contractor

MINNEAPOLIS/ST. PAUL BUSINESS JOURNAL

FAST50

■ Electrical Work Force

150 employees from Central Minnesota to Northern Iowa. There is no revolving door at LEC, we value our staff and work to develop and keep them long term.

■ Safety

.70 Mod Rate is one of the lowest in the industry, LEC has also won numerous safety awards.

■ Financial Stability

\$4 million dollar line of credit, \$50 million dollar bonding capacity with \$20+ million per project limits. LEC is current and has great relationships with all of it's suppliers and low voltage subcontractors.

■ Growth

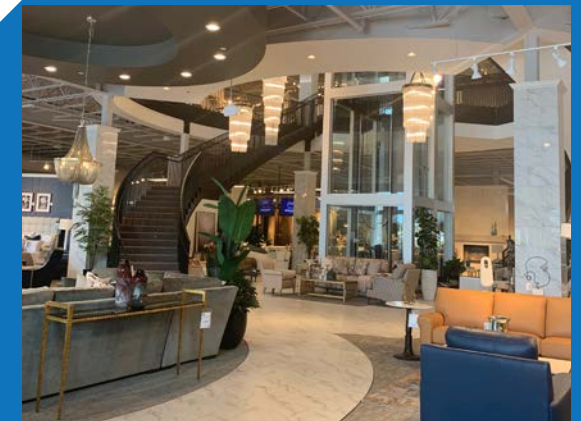
LEC has grown from a 12-employee, \$2 million dollar company to a 150-employee, \$50 million dollar company over the past 9 years.

■ Competitive Advantages

We are nimble and attentive to our customers wants and needs. We take pride in going the extra mile to please our customers.

Dock 86, Gabberts, HOM Furniture

- **Peak Manpower:** 28
- **Hours:** 14,000
- **Square Feet:** 225,000
- **Advanced Lighting Controls**
- **8,000 Feet of Track Lighting**
- **Value:** \$2.75 Million
- **General Contractor:** Benson Orth



Ridgeview Professional Building

LEC was engaged by Mortenson on two phases to perform design build and engineering services on the Ridgeview Professional Building in Waconia.

- **Square Footage:** 163,000
- **Project Value:** \$2.5 Million
- **100% Design-Build**
- **General Contractor:** Mortenson
- **Engineer of Record**
- **Included buildouts of 9 specialty clinics & generator**



Community School of Excellence

The Community School of Excellence is a three-story, design-build 130,000 SF charter school. The building incorporates Hmong culture both through exterior design elements and interior design.

In addition to classrooms, the school has a multi-court gymnasium with a stage, media center, community room and generator.

- **Square Footage:** 130,000
- **Engineer of Record**
- **100% Design Build**
- **Project Value:** \$1.4 Million





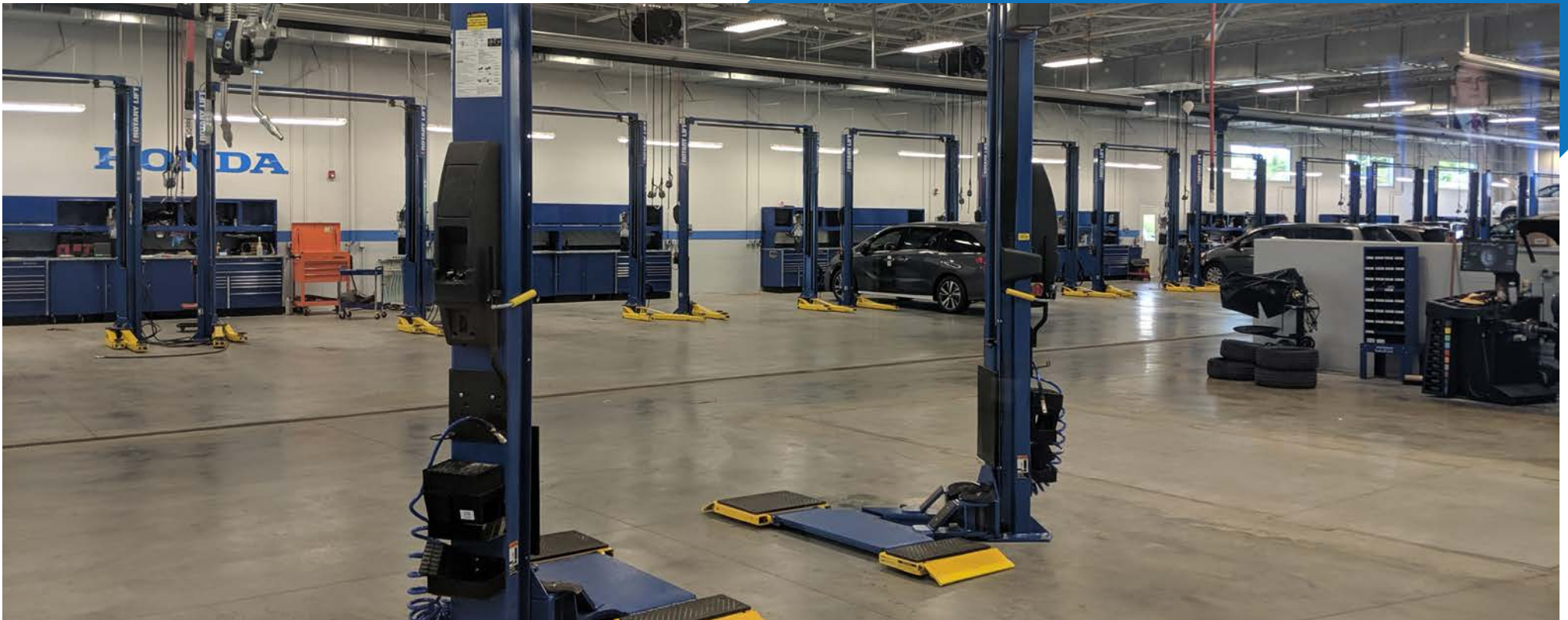
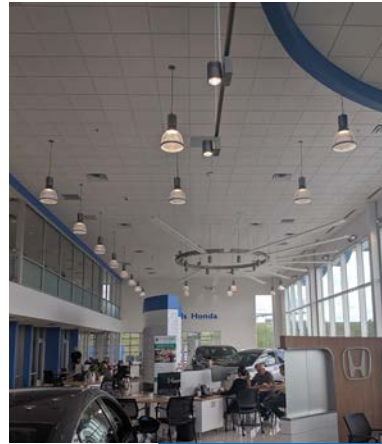
Johnson Outdoors

116,000 sqft addition to make room for additional offices, Testing labs and additional manufacturing space. Project completed in the spring of 2023.



Coon Rapids Honda

- **Project Value:** \$2.3 Million
- **Square Footage:** 55,000
- **80 light poles installed**





Malcom Yards Market

30,000 SF historic design-build renovation of a building originally constructed in 1889 to be turned into a food hall with nine different restaurants, two bars, a pour-your-own tap wall and ample outdoor seating and indoor event spaces.



Westonka Field House & Theatre

The Westonka Field House project included a large theatre with color changing LED walls. It also included the construction of a large fieldhouse that holds three full size basketball courts. LEC hustled over a weekend and replaced a 3000 amp service giving the school zero downtime.

- **Square Footage:** 160,000
- **Project Value:** \$3 Million
- **General Contractor:** Kraus Anderson





CREATIVE SOLUTIONS



Graze Food Hall

The Graze Food Hall project consisted of wiring seven commissary kitchens and two bars in a space located on top of an existing parking garage.

- **Square Footage:** 20,000

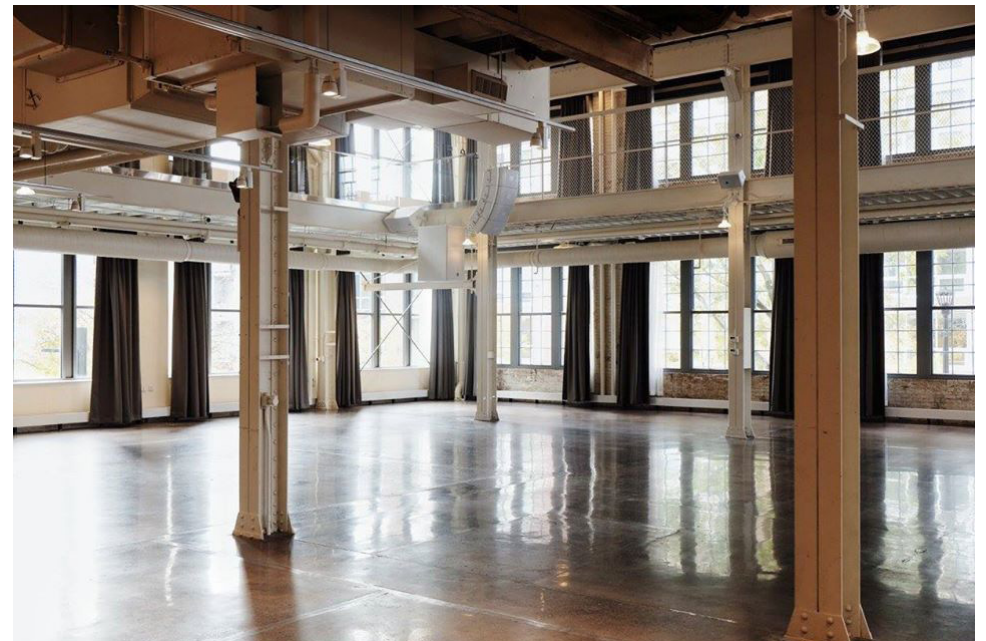
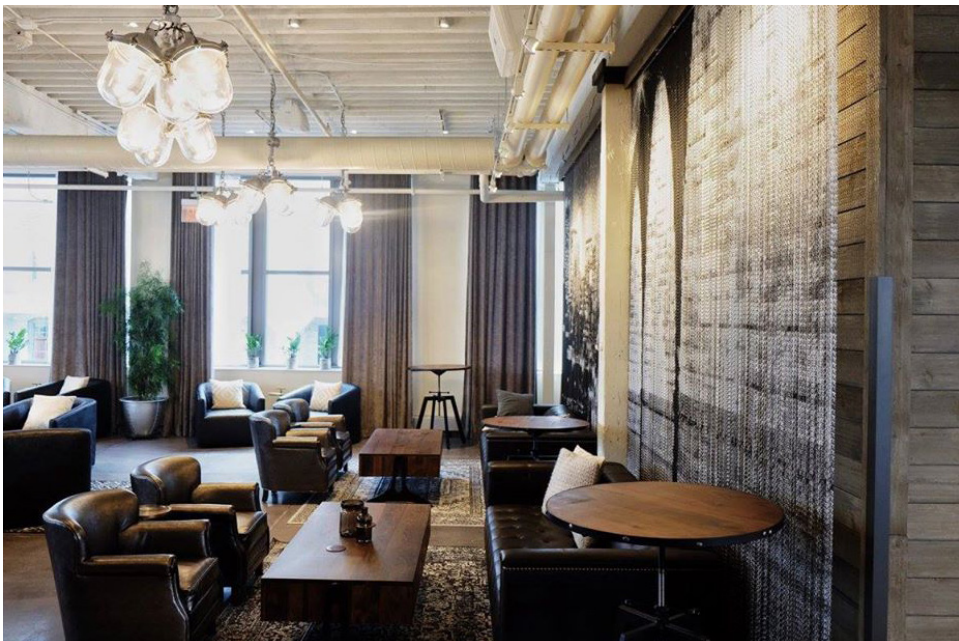
- **100% Design Build**

The Machine Shop Event Center

This project included a commercial kitchen as well as custom light fixtures imported from Russia. LEC's installations included special consideration to match historical standard requirements.

■ **Square Footage:** 25,000

■ **100% Design-Build**





Eide Bailly Center

This 7-story building project included a 4-story parking garage and four tenant build-outs

■ **Square Footage:** 130,000

■ **100% Design-Build**



The Lorient

This 45-unit luxury apartment project in Edina included 10 vehicle charging stations, a two-story underground parking garage, party room, roof deck, entertainment deck, two retail tenants and a restaurant space.

- **Square Footage:** 130,000

- **Project Value:** \$1.3 Million

2 Megawatt Generator

This two megawatt generator was installed for the Ridgeview Medical Center's main hospital campus in Waconia, MN. LEC designed, engineered and installed the generator while completely redoing the main electrical distribution for the campus. The completed project scope was \$3+ million dollars.



- Full Redundancy

- Closed Transition

- Backs Up Two 3000-Amp Services



■ **Square Footage:** 40,000

■ **100% Design-Build**



Hotel Lora

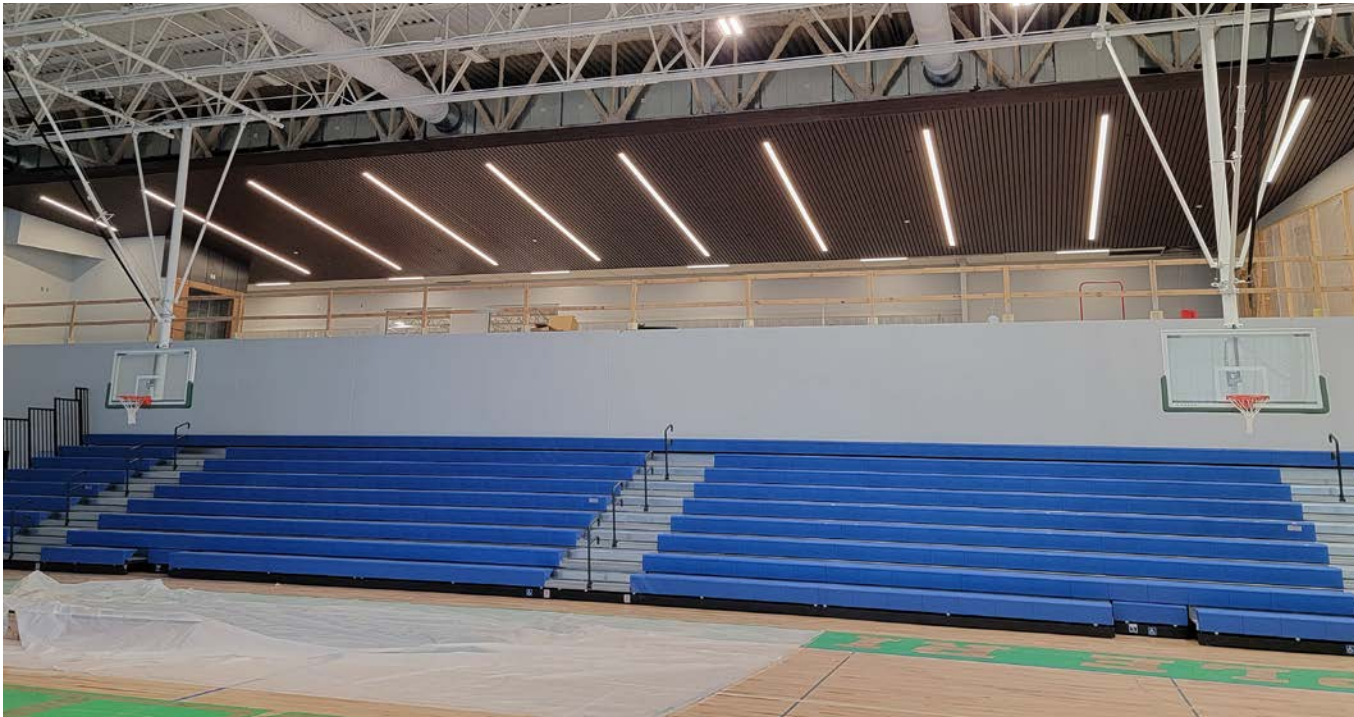
LEC worked on four historic buildings in downtown Stillwater to make them one cohesive 45-room hotel. LEC performed design build services and installed to strict standards to conceal and preserve historic stone walls dating back to the early 1900s.



Maple River New K-12 Schools

Project includes three gymnasiums, full size auditorium with separate elementary, middle, and high school wings.

■ **Square Footage:** 195,854





Crown Cork & Seal

Project consisted of converting exiting warehouse space to a new manufacturing area, included a full electrical service upgrade, lighting replacement, distribution for new manufacturing equipment. and new production display systems.





ON TIME. ON BUDGET.

Panoway on Wayzata Bay

300 in ground lights, water features, outdoor gathering spaces with specialty LED lighting. 10,000' of trenching, excavating and cable plowing.



Birch's On The Lake

LEC saved the general contractor and owner in excess of \$100,000 through design build and value engineering items.

LEC also selected the entire fixture package, consulted and wired the brewing equipment as well as two commercial kitchens, elevator and patio spaces.



- **Square Footage:** 18,000

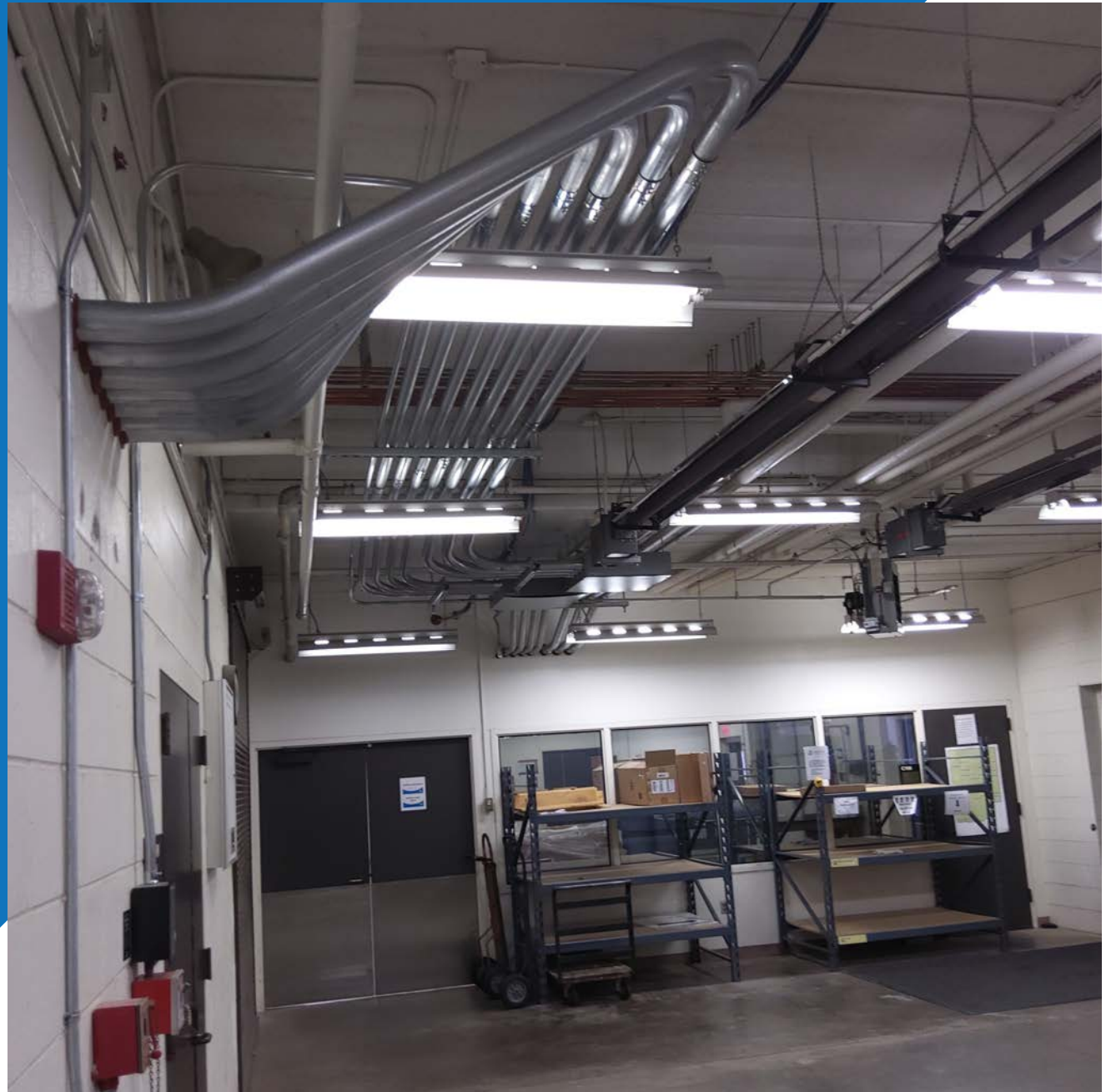
- **100% Design-Build**



Anoka Ramsey Community College

Two projects over the course of 1.5 years totaling \$5+ million in electrical contract value. LEC replaced medium voltage electrical services campus wide to 480v services and added all new switchgear and generator throughout.

LEC also did an extensive remodel for the nursing wing of the college.

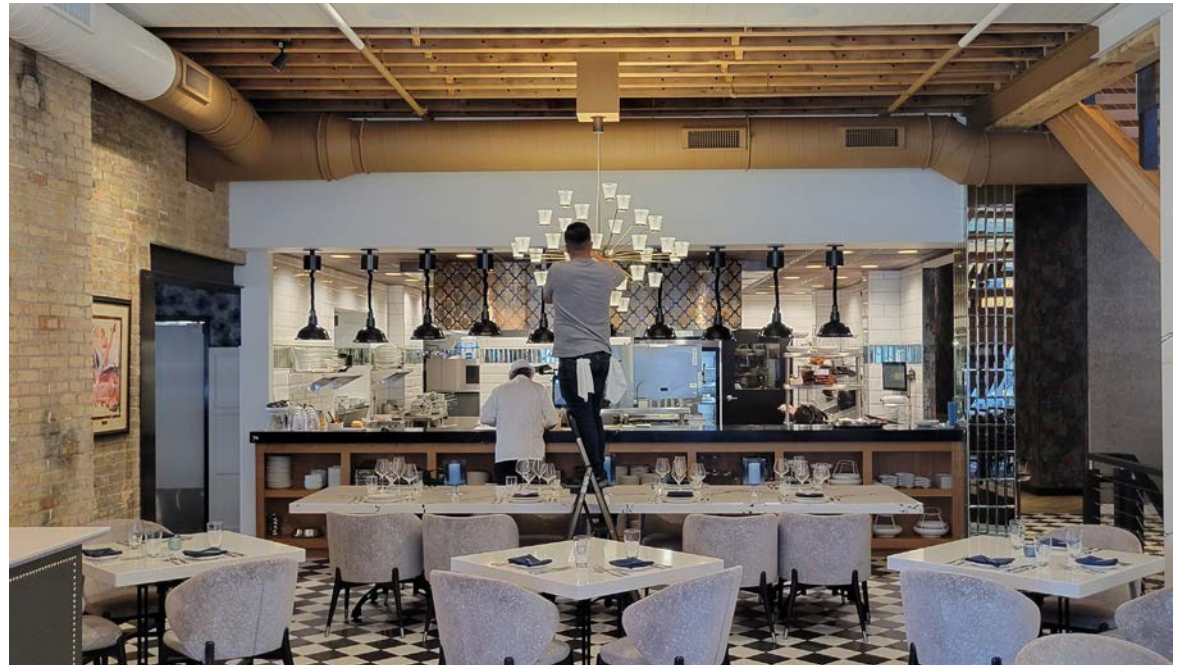




UNMATCHED SERVICE

Maison Margaux

3-story, 20,000 SF design-build historic renovation of the Ribnik Furs building in downtown Minneapolis into multiple kitchens, bars and event spaces for renowned chef David Fhima.





THANK
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We are grateful for continued growth of our business. Our 150 employees and their families thank you for your patronage.

Thanks to our loyal customers, we have become the largest and most accomplished merit shop electrical contractor in Minnesota.

We are always looking to help like-minded clients achieve their goals. We'd appreciate an opportunity to earn your business.

Matt Bergmann
CEO & Owner



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