



kontek

Happy Holidays to all our wonderful clients, suppliers, family & friends!

2020 *What a year for KONTEK, but not exactly the one we had planned... We adapted to life in a pandemic and found new ways to succeed.*

KONTEK WAS HIRING! WE WERE THRILLED TO RECRUIT MATT, BRANDON, SCOTT AND SAM TO OUR INSTALLATION TEAM. We said farewell and thank-you to Jason, Jesse and Patrick. *It was a banner year for KONTEK Baby Girls - we welcomed Avery, Amelia and Alaina, newborn daughters of Brian & Lyndsey, Dylan & Allison, and Mike & Danielle. And who knew that one of Rebecca's many talents was Zoom Baby Shower Game Master? Wes caught up on his piano practice between Zoom calls, and played in his first "virtual recital". **The annual 200-mile Tuna Relay from Raleigh to Atlantic Beach was cancelled, so intrepid runner Kim helped organize a 200-mile local version with Durham friends.** Hilary added "PPE Procurement Czarina" to her long list of responsibilities, and soon Amazon was delivering hand sanitizer, Clorox wipes and KONTEK-logo face masks from far and wide. **When she wasn't taking care of her beehives, Tammy and her intrepid team managed to keep our clients up and running – even the ones in New Jersey. Stefan and Michelle got married, but not on a cruise ship as originally planned. Thanks, COVID...** Monica kept our Holland Street office running smoothly, even when nobody else was there to appreciate it – and filled her time arranging "Virtual" college tours for daughter Alani. Joel & Martha got married in a COVID-compliant ceremony at home. The groom doubled as Zoom video director. **It's hard to play darts when the bars are closed, but reigning champs Dan and John quickly moved their games online. *Pete and Holli didn't let a pandemic stop their annual wilderness trip – they WAY social-distanced in the woods of Colorado.* Warren mastered the art of the video background (no, that's not a *real* Delorean he's sitting in). **What do you get when you combine Acrobatics and Yoga? Ask Zil! (hint: it's not "yogrobatics").** Connell caught one of the last flights out of Europe as COVID descended. Might be his last "Brolympics" skiing trip for a while. Dylan & Allison bought a townhouse, and Dylan immediately kicked the cars to the curb and turned the garage into a bike shop. *Emily traded in her work boots for a desktop full of video monitors, turning her home office into KONTEK Web Site & Social Media Headquarters.* Proud "Navy Dad" Tim was happy to help move his daughter Rebecca to her new assignment in Annapolis. So much closer than Japan! *Jan finally built her long-dreamed-of swimming pool in the back yard – and made Water Babies of her three grandchildren.* **Cameron and Ryan "isolated" at the UNC-W job site in Wilmington, but consoled themselves with the excellent fishing (Cameron) and kayaking (Ryan) available nearby.** *Julian orchestrated a clandestine strike force into north Alabama (a virus hot spot) to deliver his daughter Elise to Space Camp without activating the mandatory quarantine.* **Mike Walters sheltered in place with his chickens Dolly, Loretta and Emmylou and adopted a new rescue dog, "Roger" (why not "Waylon" or "Willie"?)** Frank is being recruited by the CIA after his EPIC months-in- the-planning 60th birthday celebration for Ellen, with 60-person Zoom (across five countries) AND COVID-compliant in-person event. Jeff added Certified Crestron Programmer to his long list of qualifications. At this point he's just showing off. Deprived by COVID of their pro sports rivalry, Brian and Garrett had to compete for Best Home-Schooling Dad instead. **Seth organized Home Kindergarten and honed his sourdough bread-baking skills (thanks, YouTube).** *Marques took on Managing Director responsibilities at KONTEK and Managing Disciplinarian responsibilities at home. His kids are begging to return to "real" school – it's so much easier than Dad School.****

2020 would have been a memorable year even without the challenges of a pandemic! It's such an exciting time for us at KONTEK – we've celebrated 30 years of success and are now hard at work preparing ourselves for another 30. Our leadership team has found its rhythm, each internal team has a wealth of talent (both experienced and new), and so much good work is being done to refine our skills and processes. Wes and Frank are able to stand in the wings and cheer! And it was a record-breaking year of business growth and exciting projects. Three of them are especially newsworthy:



The new Wilkinson Building at Duke's Pratt School of Engineering is a model for collaboration, entrepreneurship, and interdisciplinary research. Technology is very much up front – starting on the main floor where visitors are greeted by a striking direct-view LED video wall wrapped around a corner (first of its kind in the world) and a Hologsuite that demonstrates 3D hologram technology. With 34 teaching spaces, the building expands Pratt's footprint by 50% and includes extensive interactive capability to allow students to share and discuss their individual projects and ideas.



Medical education has always been a sweet spot for KONTEK, so UNC-Wilmington's new Allied Health building was a perfect fit. The facility will house multiple academic programs that will train health care professionals for the coastal Carolinas region. It contains 47 technology-equipped spaces including active learning and project-based learning rooms, lecture halls and small group collaboration spaces, all linked with the most extensive AV-over-IP network we have installed to date. (But don't get us started on the challenges of housing our crew in Wilmington during the early months of the pandemic, when masks and sanitizer were in short supply).



We love helping a client create a corporate workspace that pushes creative boundaries. The Variable's new headquarters in Winston-Salem is a perfect example, with AV technology that works hand in hand with the architecture to encourage the staff to work in ways that best suit each of them. This means flexibility in every space, from small huddle rooms to an expansive Town Hall meeting area. Using AV-over-IP techniques eliminated most dedicated video wiring in favor of network streaming – an approach that increasingly defines AV best practices.

This was a year of great success for KONTEK but also a challenging one for each of us personally, as we adjusted to the loss of so many simple things we once took for granted. We hope that in 2021 we'll once again be able to hug old friends, shake hands with new friends, and meet our clients for coffee. But for now we're putting on our festive holiday masks, wiping our hands with peppermint-scented hand sanitizer, and wishing you, our extended KONTEK family, the very happiest of holiday wishes. As always, we are grateful beyond measure to all of you for making what we do possible.



This year's holiday photo captures the KONTEK team hard at work, each inside our cozy little video rectangle

Frank Konhaus, Wes Newman, Dan Sanville, Julian Milano, Kim Durack, Pete Rehm, Monica Ellis, Joel Johnson, Warren Martin, Tammy Bradley, Mike Walters, Jeff Howard, Hilary French, John Bradley, Marques Manning, Mike Werner, Stefan Letarte, Connell Smallwood, Dylan Stafford, Emily Milay Haddad, Ryan Bradley, Garrett Brown, Brian Delk, Seth Masterson, Zil Senczy, Rebecca Cook, Matt Holder, Brandon Patton, Scott Isara, and Sam Dalsheimer

