

# Cochran The Wire

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### 01 Dear Cochran Family,

When I think back to the day I first started with Cochran, I never imagined the scale of what we would build together. Seattle was changing then, and so were we. Over the decades, we've grown not just in size, but in capability and character: from a handful of crews chasing projects in the city to an organization that shows up in every corner of the region when people and institutions need power, technology, and precision.

This issue of The Wire is both a look back and a look forward. Inside, you'll read stories about teams in the Tri-Cities bringing jobs, opportunity, and new skill pathways to communities that once sat on the periphery of our work. You'll see practical how-tos on the systems and safety practices that make that work repeatable and successful. These articles are not just case studies, they're maps that show how we take what we've learned in Seattle and Portland and scale it responsibly to new markets.

The macro picture matters, too. The construction sector continues to show resilience even as it navigates material volatility and workforce challenges, realities that demand creativity from owners, estimators, and field leaders alike. At the same time, digital infrastructure and data-intensive industries (from hyperscale data centers to advanced manufacturing) are creating demand for highly specialized electrical and technology integration work. This market is growing rapidly across North America. These trends are not distant headlines; they are the tailwinds for the projects we're already winning and the reason we're investing in people, planning, and presence beyond our historic footprint.

So what does "taking a leap with us" look like? It's pragmatic and it's human. It's our foremen and journeymen mentoring our apprentices. It's the project team that designs with future-proofing in mind, anticipating the power density, resiliency, and sustainability requirements our customers will need five years from now. It's our business partners who bring courage to the table and ask, "How can we do this better, faster, safer?" It's each of us saying yes to smart risk, stepping into new geographies, hiring and training differently, and leaning into technologies that give us an edge.

We've always been a company that builds more than buildings; we build careers, communities, and trust. The region is changing, and technology is changing; our customers' needs are accelerating. If Cochran is going to lead the next decade, it's because we choose to take the leap together. I'm asking you to join me: bring your best ideas, your steady hands, and your appetite for challenging, meaningful work. Let's grow where opportunity calls, with craft, care, and conviction.

With gratitude and purpose,

President, Cochran

Bill Doran

# Finding Home on theHigh Ground

### HOW PROJECT EXECUTIVE CALEB CASEY IS BUILDING COCHRAN'S FUTURE IN BOISE—ONE RELATIONSHIP AND RIDGELINE AT A TIME

When Caleb Casey first laced up his boots for Cochran 15 years ago, he was a residential electrician staring down a recession and an empty job board. A family connection brought him through our Seattle doors; grit and curiosity kept him here. Today, the self-described "hillbilly" stands at the helm of our newest market, guiding Cochran Boise from a service outpost to a force on the valley's biggest stages—including the state's record-setting semiconductor campus.

Caleb's path to Idaho began well before the CHIPS Act made headlines. Fed up with gridlock and creeping subdivisions north of Seattle, he and his wife Timie set a simple goal: acreage, quiet, and "an hour from everything." They found all three under four feet of snow east of Boise when they closed on 160 unplowed acres—sight unseen. They have never looked back.

"It's breathtaking every single time," Caleb says of the drive from the office to his mountain property. "You crest the hill, the valley opens up, and I remember exactly why we came."

That same clarity shapes his approach to business development. Early pushback—"You're not established; you don't even have an address"—pushed Caleb to plant a deeper flag. A modest office became a visible commitment; consistent workmanship on mixed-use towers, data centers, and the landmark CHIPS project is doing the rest. "There's a good ol' boy club here," he says. "You break in by delivering great projects with the right people, every time."



The strategy is working. Meta and Google have begun carving data center footprints into the Treasure Valley. Downtown infill is surging. And Cochran's Boise roster—once a remote service crew—now boasts full-time talent eager to translate Seattle-honed expertise into Idaho efficiency.

Culture remains Caleb's North Star. Lessons learned under seasoned mentors in Seattle travel with him: take care of your team, and they will take care of everything else. Whether wrangling schedules or navigating union partnerships, he treats colleagues like family—and expects the same investment in return.

Looking ahead, Caleb dreams of outgrowing the current office, not for the desk space but for what it signifies: "When we need a bigger building, it means the valley trusts us. It means we did what we said we would do." With the semiconductor mega-project poised to introduce Cochran to every contractor in Idaho, that dream may arrive sooner than planned.

His message to newcomers—customers and recruits alike—is as panoramic as the view from his ridge: Boise is booming, the outdoors are endless, and success here amplifies the skills forged in larger markets. "If you've thrived in Seattle, you're a hot rod in Boise," he says with a grin. "Have faith in yourself, keep moving forward, keep growing. The rest will follow."

For Caleb, it already has: a mountain home, a thriving market, and a company family stretching from Puget Sound to the Snake River Plain—proving that when you build on high ground, both literally and figuratively, the horizon is yours to claim.

"When we need a bigger building, it means the valley trusts us. It means we did what we said we would do."

Caleb Casey,
Project Executive

### 03 From Protector to **Pioneer**

### **HOW WARREN TEAFATILLER IS** STEERING COCHRAN'S NEXT-**GENERATION SECURITY GROWTH IN** THE INLAND NORTHWEST

When you talk with Warren Teafatiller, the phrase "service before self" surfaces in every story. The former U.S. Marine and Seattle police officer has spent three decades protecting people—first with a badge, and now with data-driven technology. Teafatiller has traded his patrol car for business development boots, charged with expanding our security practice across Washington, Idaho, and beyond.

"I loved law enforcement, but it's reactive by nature," he explains. "I wanted to be out front preventing threats instead of responding to them." That conviction pulled him from installing cameras in bank lobbies to managing enterprise programs for a global integrator, where mentors taught him to fuse physical security with emerging software and AI. After 15 years, he saw a new frontier in Spokane: "Cochran had the field talent and electrical muscle, but huge runway on the service side. I knew we could build something special."

### WHY COCHRAN WINS: ONE ROOF, **ENDLESS REACH**

Ask Teafatiller why customers switch to Cochran, and the answer is simple: dependability. "We provide low-voltage, high-voltage, and security," he says. "No subcontractor markup, no finger-pointing. That makes us more cost-effective than 80-90% of the market and far more consistent on schedule and service."



WARREN TEAFATILLER Business Development

That holistic model matters as projects scale. The Pacific Northwest hosts more data center capacity than any U.S. region, thanks to abundant hydro, wind, and solar power. Washington's GDP sits in the nation's top five, with cloud giants and semiconductor fabs driving construction booms from Quincy, WA to Boise. "Every one of those campuses needs rock-solid security and a partner who can integrate drones, AI analytics, and traditional access control without a silo in sight," he notes. "Cochran is built for that."

### POST-COVID SECURITY: AI, DATA, AND **REMOTE RISK**

Teafatiller's pitch resonates because he speaks the language of modern threats. Remote work left empty floors and vulnerable endpoints; meanwhile AI and machine learning skyrocketed. "If you're selling security like it's 2019, you're already behind," he warns. Customers now expect cameras that flag anomalies in real time, autonomous robots that patrol perimeters, and unified platforms that convert raw footage into business intelligence—predicting store traffic, optimizing staffing, and even informing city planning.

"Security is no longer a cost center; it's a data engine," he says. "Our Technical Services group trains 60-plus technicians a year on the newest cyber hardening and analytic tools. That keeps clients ahead of both physical intruders and malware."

### SECURE FORWARD: A LAUNCHPAD, NOT A ONE-OFF

Much of that innovation took center stage at Secure Forward, Cochran's inaugural security symposium in Seattle. Teafatiller helped shape the event, bringing partners like Motorola and ZeroEyes together with customers and first responders. "It resonated in the industry," he recalls. "People realized Cochran isn't just an electrical powerhouse—we're a technology thought leader."

He envisions future editions expanding east. "Imagine Secure Forward Boise, with panels that pair our largest clients and R&D partners on stage. Let them tell the story of why they trust Cochran. That transparency accelerates adoption and keeps us agile as tech evolves."

"I moved to Spokane for the mountains, dirt biking, and a place where my kids can thrive."

### GROWTH BY RELATIONSHIPS—AND QUALITY OF LIFE

Despite the high-tech toolkit, Teafatiller measures success in human terms. Communication and response times top every client's wish list, so he schedules quarterly "listening tours" with key accounts, ensuring service teams stay nimble. He also champions Cochran's "dream team" hiring strategy, convinced the Inland Northwest lifestyle is a powerful draw.



2025 Secure Forward Security Symposium

#### THE ROAD AHEAD

Over the next 18 months, Teafatiller sees growth in data center security, hospital expansions, and K-12 upgrades across Washington and Idaho. His mission: deepen service contracts, harness AI partners, and keep Cochran's customer experience personal—even at enterprise scale.

"We're small enough to pivot and big enough to deliver," he says, echoing the Marine Corps adaptability that shaped him. "As threats change, we'll stay out front—protecting people, powering data, and proving every day why Cochran is the name you trust when security can't fail."



# Transforming RiverValleys into SiliconValleys

### HOW COCHRAN'S NEXT CHAPTER LINKS WENATCHEE, SPOKANE & BOISE

The Columbia River has always done more than carry water. It has powered aluminum smelters, irrigated orchards, and—through the **Chelan County PUD**—created one of the nation's most robust public power systems. When that utility decided to modernize its electrical and broadband backbone, it called on Cochran. Our crews helped install smart grid gear and fiber runs that now stitch together homes, schools, and data-hungry businesses from Wenatchee to Leavenworth.

That project, begun more than a decade ago, was never "just another job." It was the first signal that Eastern Washington was ready for a new era of connectivity—and that Cochran intended to build it.





#### WENATCHEE: THE PROVING GROUND

Our relationship with the Apple Capital deepened when the city launched a full renovation of Wenatchee City Hall. The 1960s concrete shell needed seismic upgrades, efficient lighting, resilient power, and campuswide security. Led by Project Executive Chet Henry, Cochran delivered a turnkey electrical and technologies package that cut energy use by 30 percent and opened the door to future smart-building features.

Today, City Hall's illuminated facade and highspeed backbone stand as a civic showcase and a reminder that big-city technology belongs in every community.





#### **SPOKANE: SECURITY'S NEW FRONTIER**

Two hours east of Wenatchee, Spokane's skyline is changing just as fast. New hospitals, mixed-use towers, and a blossoming R&D sector all share a common requirement: rock-solid, future-proof security. Business Development Manager Warren Teafatiller, a former Marine and Seattle police officer, leads Cochran's response. With a "protector mindset" and a network of industry partners he calls a "dream team," Warren is driving design-build security solutions that fuse access control, AI-driven video analytics, and cyber-hardened infrastructure—supported locally by Project Manager Dan Cisler and our Boise-based Technologies crew.

Their mission is larger than any one contract: to make Spokane the Pacific Northwest's safest technology corridor and to create skilled careers that keep talent in the Inland Empire.





#### **BOISE: A HIGH DESERT LAUNCHPAD**

Cross the state line and the story accelerates. Greater Boise is America's fastest-growing midsize metro and the epicenter of the American semiconductor renaissance. When a global chip manufacturer selected the Treasure Valley for a multi-billion dollar fab, **Caleb Casey** was already there, having moved his family from Woodinville to Idaho's mountains "for space, quiet—and opportunity."

Casey started Cochran's Boise office with a folding table, a service van, and an ironclad belief that *quality beats the good ol' boy network*. Today the branch is delivering low-voltage builds for data centers, life-saving radio coverage for high-rise housing, and early works packages on that landmark CHIPS Act project. His dream? A second, larger Cochran facility in the valley and a reputation so trusted "everyone in Boise knows who wired the future."





### ONE REGION, ONE ROADMAP

Taken together, these milestones form a strategic arc:

#### Milestone

- Chelan County PUD smart-grid & fiber
- Wenatchee City Hall modernization
- Spokane security program
- Boise semiconductor & mixed-use boom

### **Community Benefit**

- Affordable power, rural broadband
- Safer, energy-efficient civic hub
- Safer campuses, compliant hospitals
- 7,000+ future jobs, diversified economy

### **Cochran Impact**

- 10+ years of hydroelectric & OT expertise
- Integrated power, controls, security
- AI surveillance, access control, rapid service
- Low-voltage, DAS, mission-critical experience

Each success feeds the next. Fiber backhaul in Wenatchee informs data center work in Boise; AI security deployments in Spokane set standards for public safety radio inside Idaho labs; Tanis Corder's DAS Simplified team overlays cellular coverage across all three markets.

#### **POWERED BY PEOPLE**

None of this happens without talent willing to trade gridlock for trailheads. Cochran's Eastern Washington–Idaho workforce is a blend of veterans, endurance athletes, farm-kids-turned-technicians, and university grads who'd rather scale basalt than rent a micro-apartment. They bring big-city skills—BIM, prefabrication, ULlisted panel shops—but live where neighbors still wave from pickups.

And they stay. Most team members in our DAS, Security, and Technologies divisions have **8–15 years** with Cochran. That loyalty breeds the transparency, kindness, and accountability customers mention in every post-project survey.

#### THE ROAD AHEAD

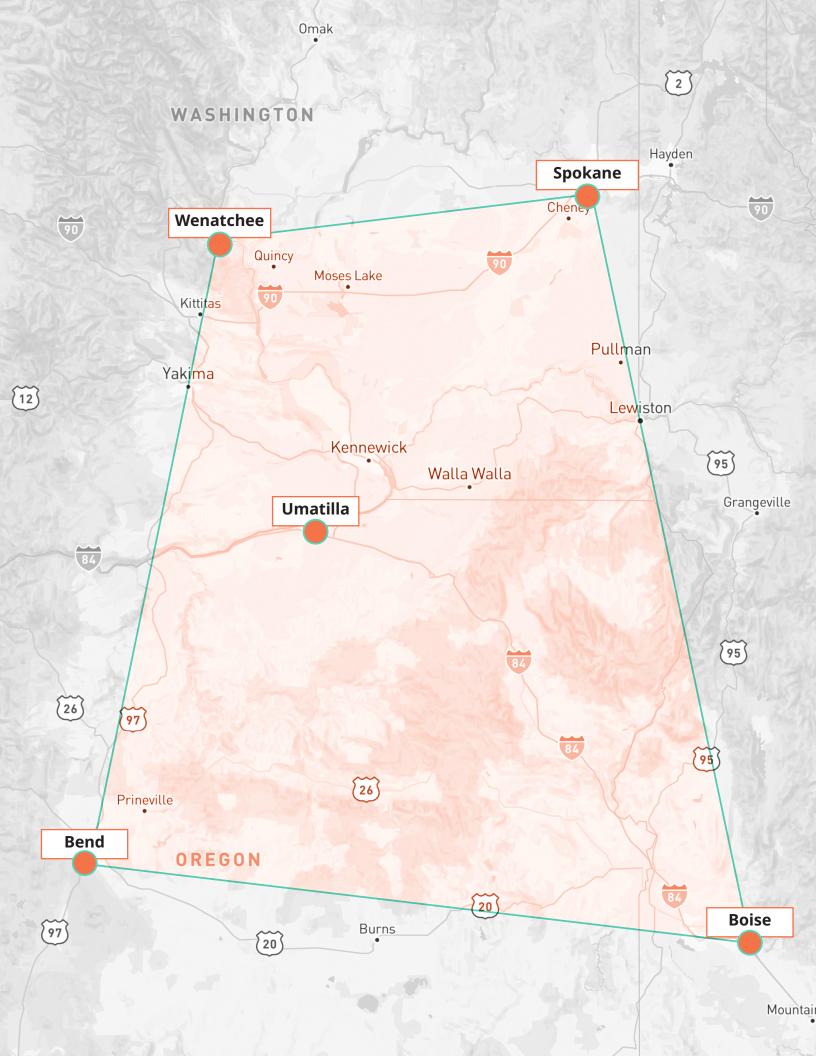
Hydro dams and aluminum once defined this region's promise; today it is defined by data, silicon, healthcare, and resilient public infrastructure. Cochran is positioned at each junction:

- Smart Utilities expanding grid-edge controls and EV infrastructure alongside public power districts.
- Digital Campuses deploying campuswide 5G, Wi-Fi 6E, and IoT frameworks for universities and hospitals.
- Secure Innovation Zones integrating drones, robotics, and Zero-Trust networks into next-gen manufacturing sites.

### Our pledge is simple:

Where these communities invest in their future, we will invest twice — once in technology, and once in people.

From Wenatchee's riverbanks to Boise's high desert, the next chapter is already under construction. And if history is any guide, the brightest lights on the horizon will be powered—and protected—by Cochran.



# Securing theFrontier

HOW DAN CISLER'S GLOBAL
PERSPECTIVE AND PASSION FOR
NEXT-GEN TECHNOLOGY ARE
ANCHORING COCHRAN'S SECURITY
SUCCESS IN BOISE

When Dan Cisler first stepped onto Idaho soil in 2016, the Swedish-born electronics engineer wasn't chasing headlines—he was chasing lifestyle. After years of battling Los Angeles traffic and giants of the security world with his own startup, he and his family traded freeways for foothills and discovered a community where strangers still wave from passing cars.

Today, Cisler is Cochran's Project Manager for Technologies in Boise—an understated title for the person helping steer our fastest-growing practice: integrated physical security and AI-driven analytics. "I'm a security guy," he laughs. "I like it when things are protected, when systems talk to each other. We're only at the tip of what's possible."

#### FROM VHS TO VISION ANALYTICS

Cisler's resume spans VHS recorders for neighborhood 7-Elevens, government SCIF (Sensitive Compartmented Information Facility) build-outs, and early cloud storage pilots. That experience fuels his enthusiasm for the AI wave reshaping cameras, drones, and perimeter defenses. "When clients see a search that once took hours shrink to seconds, the light bulb goes on," he says. "The technology sells itself—our job is to integrate it seamlessly and responsibly."



DAN CISLER Project Manager

### THE VALLEY IS RIPE FOR INNOVATION AND RELATIONSHIPS

Like many transplants, Cisler is bullish on the Treasure Valley's trajectory. With data center campuses for Meta and Google, a record-setting semiconductor plant, and a surge of healthcare and education builds, the demand for sophisticated security is skyrocketing. "The valley is fertile terrain," he notes. "Whoever establishes trust and shows up with the right vendor partners will lead—our goal is for that to be Cochran."

That strategy hinges on collaboration. Cisler cultivates relationships at Boise DevOps meetups, Chamber events, and even his daughters' soccer matches—where casual conversations have yielded project leads. "Hospitals, schools, government offices—those are the growth engines," he explains. "If we combine Cochran's engineering depth with best-in-class partners, we can deliver scalable solutions no one else in the market can match."



### CULTURE FIRST, TECHNOLOGY SECOND

Despite his high-tech toolkit, Cisler returns repeatedly to culture. He credits Seattle mentors for instilling the Cochran family's ethos, which he replicates in Boise: "Treat the team like family, and they'll take care of each other and the client." That approach resonates with recruits weighing a move east of the Cascades.

"If you've succeeded in Seattle, you'll thrive here," he insists. "The pace is humane, the outdoors are endless, and your skills shine even brighter."

#### A VISION BEYOND THE HORIZON

Cisler's ambitions mirror those of fellow Boise leader Caleb Casey: outgrow the current office, deepen talent pools, and cement Cochran as Idaho's go-to technology contractor. A Boise edition of SecureForward, Cochran's new security symposium platform, is already on his wish list—bringing robotics, UAV perimeter response, and AI analytics under one roof.

"In LA, innovation was crowded; in Boise, innovation has room to breathe," Cisler says, scanning a skyline still low enough to reveal the Sawtooth Range. "The challenge now is clear: keep moving forward, keep learning, and show this valley what Cochran can do."

### Of The Signal Builder

## HOW TANIS CORDER IS TURNING COCHRAN'S DAS SIMPLIFIED GROUP INTO A NATIONWIDE POWERHOUSE

By most measures, Tanis Corder has already had three careers in wireless. She's climbed microwave towers for utilities, engineered longrange Wi-Fi back when laptops still had PCMCIA cards, and spent the past 14 years transforming Cochran's DAS Simplified business from a scrappy team to a coast-to-coast authority on distributed antenna systems (DAS) and public safety radio. But ask the Spokane-based sales director what excites her now, and she'll answer without hesitation: "We're only halfway up the mountain."

### FROM ALASKA TRAILS TO NATIONAL AIRWAVES

Raised in Alaska and educated at Eastern Washington University, Tanis lives for open space—ultramarathon trail races, Spartan Races, and ski days at any of the six resorts within two hours of her Spokane home. That same endurance mindset powers her career: twenty-five years in wireless, mastering every spectrum except cellular before a "friend-of-a-friend" introduced her to Cochran.

"I'd done point-to-point,
microwave, emergency radio—
you name it. Cellular was the
last frontier. Joining Cochran
let me conquer that and build
something new."



### BREAKTHROUGHS THAT RESHAPED THE MARKET

#### Milestone

- San Francisco International Airport (SFO) –
   8-year, campus-wide cellular & public safety
   DAS
- UCSF Medical Campus DAS ongoing expansion
- Nationwide AHJ adoption of public safety radio codes

### Why It Mattered

These breakthroughs validated Cochran's ability to design, stage, and guide the installation of multicarrier systems in one of the world's busiest hubs—while coordinating hundreds of trades.

In addition, they elevated the team to "Elite Partner" status with a leading OEM, proving they can scale advanced hardware across highacuity healthcare environments.

Tanis' early advocacy positioned Cochran as a go-to integrator just as fire code enforcement exploded from a handful of cities to nearly every U.S. jurisdiction.

These wins shifted building owner perceptions. "A decade ago carriers paid for in-building cellular," Tanis notes. "Today landlords budget for it like electricity. Our job is helping them treat coverage as a utility, not a luxury."

### VISION 2030: 80% CELLULAR, COAST-TO-COAST REACH

When Tanis joined, DAS Simplified's revenue mix was roughly **80% public safety radio / 20% cellular.** She is flipping that ratio.

- Target markets airports, stadiums, and
   Tier 1 university campuses where thousands of devices compete for bandwidth.
- Strategic goal grow cellular projects to 80% of division volume while retaining public safety excellence.
- Method leverage Cochran's national GC partnerships and Corder's playbook of "tell the story" metrics and in-person pitches (at times, she has logged 10+ pitches per week across California, Texas, Colorado, and the Pacific Northwest).

### **VALUES ON EVERY FREQUENCY**

Tanis attributes the team's high win rates and remarkable retention (most teammates have 6+ years in the group) to Cochran's core values of transparency, accountability, and kindness.

That ethic requires heavy investment in people: engineers, PMs, and field techs each personally hold **multiple OEM certifications**, enabling true design-build agility when late-stage architectural changes hit.

GOING THE DISTANCE: In addition to running multiple 50k trail/mountain races, Tanis has also competed in approximately 55 Spartan races over the past 8 years.

PICTURED HERE: Spartan Beast Phoenix, AZ November 2019

#### WHY SPOKANE? WHY COCHRAN?

When asked why she stays in Spokane instead of relocating to headquarters, Tanis cites the importance of balance and authenticity. "I can run a mountain trail at 6 a.m., catch a flight to SFO by noon, and still be home for dinner on Friday," she says. That lifestyle and flexibility also attracts recruits to Eastern Washington, Boise, and Wenatchee—growth hubs for Cochran's emerging markets strategy.

### UNTAPPED POTENTIAL—READY TO TRANSMIT

With federal broadband incentives, 5G/6G upgrades, and CHIPS Act fabrication plants demanding flawless indoor coverage, Tanis sees limitless runway. "Wherever a customer breaks ground, whether it's Seattle, Austin, or Charlotte, they know Cochran will light up every bar and every public safety radio from day one." It's a clear signal of Cochran's national ascent.











# A Technician'sApproach

# PROJECT EXECUTIVE CHET HENRY AND THE CRAFT OF BUILDING COMMUNITY IN WENATCHEE

When **Chet Henry** moved his young family to Wenatchee in 2007, he expected to spend a few months helping a data center client pull fiber. Sixteen years—and several hundred thousand cable terminations—later, he leads Cochran's Wenatchee office as Project Executive, guiding a team that powers server farms and modernizes civic landmarks while still finding time to coach apprentices on the finer points of Fluke testing.

"We're more than contractors.
We're neighbors. If you hire
us, you'll see us again
at the hockey rink or the
racetrack — and you'll know
the job was done right."

#### FROM CUSTOMER TO COLLEAGUE

Henry's route to Cochran is itself a story of relationships. As an infrastructure manager at **VMware**, he once hired Cochran to help expand a Quincy, WA data hall.

"When their superintendent John Votel passed away, Cochran asked if I'd step in," he recalls. "I'd already seen the culture—transparent, accountable, kind. Saying yes felt natural."



### LANDMARK WINS, HOMETOWN PRIDE Signature Project

- Chelan County PUD Fiber & Smart Grid Buildout
- Wenatchee City Hall Renovation
- Confidential Hyperscale Campus, Quincy

### Scope & Impact

- 400,000+ ft of Cat 6A, campus OT backbone, multi-year phasing through COVID
- 130,000 ft of Cat 6, new electrical service, lifesafety systems
- Ongoing MAC (moves-adds-changes) inside live data centers

### Henry's Take

"They trusted us onsite, so when extras popped up, the PUD handed them straight to Cochran."

"Two local apprentices journeymanned out on that job. Watching them own the cabling rooms was a proud dad moment."

"Relationships keep that gate badge active. They know we'll protect uptime like it's our own."

### LOGISTICS ON THE EDGE OF THE CASCADES

Wenatchee sits **140 miles from the nearest Wesco or Graybar warehouse.** Instead of seeing distance as a disadvantage, Henry leverages it:

- Vendor Relationships Weekly consolidated shipments from Seattle & Spokane arrive pre-kitted to reduce site congestion.
- Design Efficiency Energy-dense layouts and prefabricated racks ease the region's tightening power grid.
- Cross-Trained Crews Techs certified in Corning, CommScope, Leviton and Lenel pivot between low-voltage and security scopes without waiting on subs.

### INVESTING IN PEOPLE—THEN KEEPING THEM

Chet's retention formula is simple:

- Certify Everyone. "Fluke, Corning, AFL fusion splicing—if there's a class, I'll sign a tech up."
- **2. Show the Path.** Apprentices see clear rungs from installer to lead to foreman.
- 3. Live the Community. Golf leagues, ice hockey nights, trail maintenance days—workmates become friends.

"When we invest in someone, they feel valued," Chet says. "Yes, it makes them more marketable—so we treat them well enough they don't want to leave."

#### A FULL-SERVICE HUB ON THE RIVER

Chet envisions Wenatchee as the **gateway office** for Central Washington and North Idaho:

- Add an Electrical PM & Security PM to offer true one-stop delivery.
- Expand MAC Services for the region's growing hyperscale campuses.
- Support New Hydropower & EV
   Infrastructure as the PUD scales green energy.

"The data center boom isn't slowing," he notes. "But neither is the civic side—schools, hospitals, public safety radio. We want Cochran to be the partner everyone trusts, whether it's five cables or five miles of duct bank."

#### **WHY IT MATTERS**

Communities like Wenatchee thrive on quiet reliability—the confidence that lights will stay on, phones will stay connected, and first responders' radios will cut through concrete.

Chet Henry's team delivers that confidence every day, one perfectly dressed cable tray at a time.

### And when the jobsite gates close at dusk?

You'll find the same crew high-fiving at a Wild hockey game, volunteering at Apple Blossom, or casting lines where the Columbia bends. Because in Wenatchee, work and life have always been part of the same circuit.





