



ENTERPRISES INC.  
CONSTRUCTION & CONSTRUCTION MANAGEMENT  
CGC 057095

*Building Industry Gurus... Delivering Only Grand Satisfaction!*

5 March 2010

All Employees

Friday Letter 5 March 2010

Good Day Fellow Big Dogs

The Eglin Saber team is making swift progress on their ramp up plan. With all their personnel in place, they are now setting up their office digs in the massive quadruple wide trailer (see pictures below) that finally arrived this week. At the rate they are proceeding, they should be totally self sufficient by the end of next week.

The new GCC Thomco 1 LLC Group Health Insurance Plan was rolled out last week. At the open enrollment meeting, the plan received rave reviews.

The Housing Maintenance PM, Jerry Schauer, along with the Big Dog and the Vice President for Operations, Charles Cooper, recently attended a Progress Meeting with all the customers and stakeholders of the Hurlburt MFH Maintenance Contract. The customers indicated that they were extremely happy. Four paws up and a big bow wow to the Hurlburt MFH Maintenance team for their continued excellence.

#### **Quote of the Week**

**The reason most people never reach their goals is that they don't define them, learn about them or even seriously consider them as believable or achievable. Winners can tell you where they are going, what they plan to do along the way, and who will be sharing the adventure with them.**

**Denis Waitley**

We have completed our update of the Master Training Plan. The first ancillary training classes will be conducted next week. Expect to see and hear more about this soon.

As a reminder to all operators of company vehicles, oil changes and servicing are to take place not later than Friday of the first full week of each quarter. All fleet vehicles need to be serviced between 1 and 9 April, and documentation forwarded to accounting. If your vehicle logs 5000 miles prior to the start of the next quarter, you must get it serviced at that point.

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**"DRUG FREE WORKPLACE"**

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As previously promised, the 2010 goals have been published. They are as listed here.

### 2010 Goals

- ❖ Increase job margins to 10%
  - ✓ Identify/secure higher margin contracts (SDV,HUB ZONE,MATOC,SATOC,JOC,SABER,8A,Management Services)
  - ✓ Create competitive advantages (Acquire new skill sets to reduce costs and market to higher margin customers)
  - ✓ Limit cost growth to ½ of 1% per project
  
- ❖ Increase bonding capacity to \$20 million by October 2010
  
- ❖ Create and execute monthly G&A budget stratified by sales, revenue volume and margin
  
- ❖ Publish and Implement SOPs for Operations and Accounting Divisions within 90 days
  - ❖ Report real time stats on all projects in Timberline
  - ❖ Establish project markers to show what a successful project looks like
  - ❖ Develop and implement standardized training plan within 90 days
  
- ❖ Improve proposal development process to achieve an RFP win rate of 1 in 3

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There is a new form on the server entitled “*Work Rules*”. This form explains the safety rules for anyone working on one of our job sites. This form must be **completed** and signed by all individuals working on one of our job sites **prior** to any work being performed. Anyone currently working on one of our job sites who has not completed the form must complete and sign the form by Friday, 12 March.

The Quarterly Awards ceremony for the first Quarter 2010 has been scheduled for 9 April at high noon. This looks like another opportunity to engage in some good eating, in addition to recognizing stellar accomplishment. Be sure not to miss it.

By the way, congratulations to Sandra Quitugua for correctly identifying the person in the where are they now photo as Albert Conway, who is the current Inventory Manager for the Hurlburt MFH team. She gets an extra slice of cake at the next office birthday celebration.

Don't forget to save the date for the 7<sup>th</sup> annual YDT celebrity golf tournament which will be held on 21 May 2010 at the Fort Walton Beach Municipal Golf Course with a 12:00 noon shotgun start. Continue to spread the word far and wide!

Once again, time flies and so must I. Until next time keep up the good work and remain **SAFE (Stay Accident Free Everywhere)**.

Alonzo L. Smith  
Vice President  
Human Resources, Plans and Administration

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**GCC/Thomco 1 LLC EGLIN Saber Team's New Home**



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