



**PYRAMID**  
— CONTRACTING —  
BUILT TO STAND THE TEST OF TIME



# WELCOME TO OUR NEWSLETTER

*Welcome To Our First Quarterly Newsletter!*

As businesses continue to grow they are faced with an increasing need to ensure that employees, employers and business clients continue to feel connected and involved.

We are very proud of the team we have built here at Pyramid Contracting and want all of you to feel like part of the "big picture", with the knowledge of where we are, where we are going and how we plan on getting there.

In our quarterly newsletter we will share news of current and future projects, introduce new team members and discuss details of upcoming events, changes or partnerships.

We hope you stay tuned each quarter and look forward to another great year ahead!

*-The Pyramid Team*

**NEWSLETTER 2019**

issue No. 1 - 3rd Quarter



## 8(a) Firm of the Year

### Bobby's .02 Cents

Wow, what a ride this is! As we near our half-way mark in the 8(a) program, I'd like to recognize all of the hard work and successes of the firm.

Just a few years ago in 2015 Dave, Johnny and Kim believed in my dream at Pyramid and agreed to join forces as I was approved in the program to change the culture at Pyramid Contracting from a very small firm of 8-9 employees doing around \$5-7M / year to a firm that would quadruple in size in just a few years. Today, we just hired our 40th associate and counting as we get ready open our 5th office at Parris Island and soon a 6th at Moody AFB. In addition, the General Construction side continues to grow and carry the volume needed to support the goals of the firm.

Growing at our rate, comes with challenges. I seek only the best at each position and firmly believe we have the BEST! I am very pleased that each of you have chosen to be a part of Team Pyramid and can't wait to see where this ride takes us all.

Please take time to read the Newsletter and give your thoughts on how to make Pyramid Contracting the best it can be. I'd like to do a team building and meet your fellow associates event and am open to ideas.

-Bobby Alexander  
President











Optimism

# SPIRAX SARCO PHASE I UPFIT

*3,000 SQUARE FEET, 2017.*







### Good News / Bad News

As all can see, we continue to have many successes derived out of the hard work and excellent efforts of our Pyramid Team. Let me formally thank each of you who works so diligently to contribute to this rolling momentum. This is truly good news.

Is there any bad news? I believe with rapid growth there must be growing pains. Adding personnel in a strong market is not a simple task. Finding the right people with the right discipline and talents who are willing to meld into the Pyramid “model” is an even tougher task. Each of us sets the example for our co-workers. Respect is earned not given, and earning that respect is like a marathon; not a short sprint. We urge and expect each of our teammates to strive to earn the respect of each employee at Pyramid. If this does not come from within, you should personally ask yourself, “why not”?

Each of us sets the example of how our clients, subcontractors, co-workers judge us individually; and, Pyramid Contracting. Our success to-date is attributable, in part, to the example our entire team has set forth. Again, thanks to each of you. Keep it up and push yourself to grow. Grow in your skills, work ethic, promptness at tackling difficult challenges; and, setting the bar for the new members of Pyramid.

One of our goals which is tied to our rapid growth is drastically improving human resources. Two and a half years ago when there were 7 or 8 employees, this was not really a need. Having 40 team members and continuing to grow, it’s quite obvious that this is a vital need to the company structure. Employee engagement and development are so very important, management wants to do a much better job of this moving forward.

In closing, please work safe and think safe. Temperatures are high, stay hydrated and support those around you.

-Dave Stewart  
Chief Operations Officer







## Federal Update

### How Far We've Come

Wow! What a difference a couple of years makes! We have grown and accomplished so much since the last publication of this newsletter. The federal arena is stronger than ever with the addition of many sole source projects and multi-year IDIQ contracts. Four years ago Pyramid had fewer than ten employees and not a single federal project. Within 6 months we had our first multi-year IDIQ contract at Fort Jackson. Now with a staff of 40+, we have, or have had, contracts on more than 10 federal installations. My belief in Bobby's vision has become a reality. We are doing things, that even with my prior experience in the federal arena, I didn't believe were possible. I am honored to call Pyramid home and look forward to the next four years with enthusiasm and continued optimism. If I haven't met you or thanked you for your contribution to these successes, please let me do so now. THANK YOU!

Teamwork makes the dream work!

~Kim Swartz  
Federal Program Manager



### *A Brief Overview Of Recent Contracts*

There will always be irons in the fire. There are a few upcoming highlights:

A ninety-five million-dollar SATOC (Single Award Task Order Contract) is currently in Sources Sought. This contract is being solicited by Savannah District Corps of Engineers and will service Ft. Benning and the Southeaster Region. We are excited by this opportunity and will be fairly aggressive in pursuing it.

A one hundred million-dollar MATOC (Multiple Award Task Order Contract) is currently in Sources Sought. This contract is being solicited by Fort Bragg

MICC and will be a horizontal construction contract. We feel we have partners in and around the

Fort Bragg area that will enable Pyramid to not only win this contract but execute it with a high level of success.



### Newsworthy:

*Johnny Jeppesen just secured the largest single contract Pyramid has ever won.*

It totaled just under sixteen million dollars and will be executed at Camp Lejeune over the next two years.

Jeff Wells is new to the Pyramid team. He has been working nonstop on sole source Federal work. In under six months, Jeff has secured his first contract with Shaw AFB. Many more are in the near future.



## I Love My Job

I love it because of the people, the work, and the sense of accomplishment I get every time we complete a project. At the very beginning, I talked with Bobby about where I saw Pyramid going. I have very high goals and wanted to ensure Pyramid shared the same vision. Bobby didn't need to respond with words, he responded with a massive investment in highly proficient team members. We started slow, as we must, but quickly accelerated. At each turn, at each contract award, at every new solicitation, I would tell Bobby, "baby steps." Each contract was a small step forward, another step towards the vision we share.

Currently, with almost three hundred million dollars in total IDIQ contracts, we are no longer taking those 'baby steps'. Pyramid has been growing at an exponential rate and will be proposing on a ninety-five million-dollar SATOC as well as a one hundred million-dollar MATOC this year. Pyramid has become a name well known by Federal Contracting Officers throughout the Southeast region. We have defined quality, partnering and dedication.

Thank you for your contribution to the team I enjoy. Thank you for all your hard work. Thank you for sharing the vision. You make Pyramid successful. You are the people I laugh with. You are the people that support me when I stumble. You are why I love my job.

-Johnny Jeppesen  
Vice President of Federal Construction



Pyramid has been extremely successful proposing and landing Federal opportunities throughout the Southeastern region. Currently we are operating multi-year IDIQ contracts out of Cherry Point, Camp Lejeune, Shaw AFB, Fort Jackson and FLETC (Brunswick campus). Within the last month, we have been notified of additional multi-year IDIQ awards at Parris Island and Moody AFB. This does not mean we are satisfied as we are always looking for the next opportunity. This is one of the reasons our team has grown so fast. In addition to IDIQ contracts, Pyramid has successfully won multiple sole source contracts at Fort Bragg, State Parks and Shaw AFB. We have also pursued work as a subcontractor for other Federal Contractors. To date we've been awarded multiple contracts that exceed sixteen million dollars. As a result of the massive increase in contracts, we've had to increase our staff and offices. Currently we have offices at Camp Lejeune, Shaw AFB, FLETC and soon to be Parris Island.

Pyramid skipped the walking phase; We've gone from crawling to sprinting.





## Project Spotlight











# FORT JACKSON U.S. MILITARY GYM & TRAINING CENTER

3,000 SQUARE FEET, 2019.



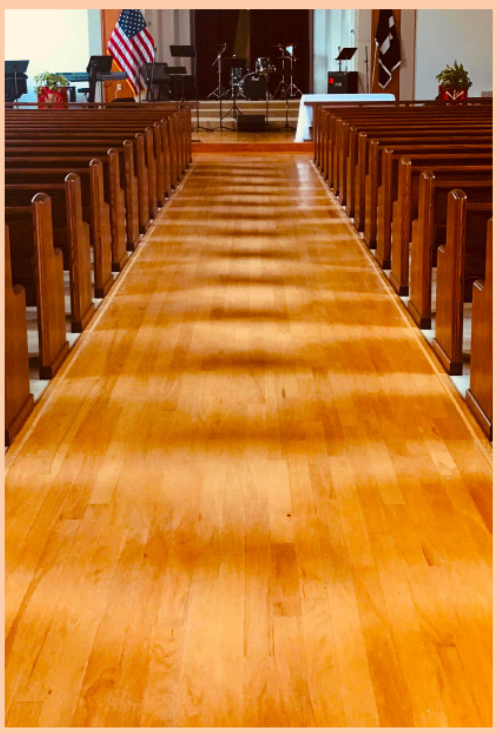
BEFORE





## Project Spotlight

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# FORT JACKSON MAGRUDER CHAPEL

*3,000 SQUARE FEET, 2019.*



BEFORE

Fort Jackson Magruder Chapel, 2019





## Highlited Project

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### *The Bradley Work Center Renovation Project*

The Bradley Work Center was originally built in 1936 as Civilian Conservation Corps “Camp 7”: It currently serves as a home office for a crew of five U.S. Forest Service members managing wildlife and fires in the nearby National Forest. The building was originally constructed with a large open floorplan and shiplap siding; in the early 1950s the building got interior renovations updating the layout, and lovely Forest Service green asbestos shingle siding. Since then, the building had not been touched until Pyramid was contracted in November 2018 to give the building and its occupants the major upgrade they were long overdue for.

The project kicked off with the abatement of the asbestos shingles, followed by replacing sections of rotted wood beneath and weatherproofing the building before installing new windows, soffit, gutters, shingle roof, and vinyl lap siding. During that process, the building’s elec-

trical service was upgraded and brought up to code. The building’s location and erosion over the years had created pooling next to the building which not only put the foundation at risk but was leaking into the building through the garage door: Pyramid re-graded the area to pull water away from the building and eliminated this problem. The interior renovation included all new flooring, constructing a new wall to divide an office, and total renovation of the only bathroom. The project was considered a success by all and a new relationship was formed. The community also expressed their gratitude for updating and preserving such a historic building.







# Workforce Safety Training

## *Promoting Health and Safety In The Workplace*

All jobsite employees receive weekly safety training, with Superintendents receiving additional safety training monthly. During these training sessions employees are encouraged to participate by making suggestions to improve safety techniques for their current assigned task. When a task changes, a preparatory safety meeting is held followed by a post safety meeting. This allows the employees to voice their opinion on how the task was conducted and discuss if there is a need to change or improve our policy or procedures.

With management asking “Why” first, what and how followed easily. I’m proud to say that Pyramid Contracting has one of the finest safety programs in the industry and is 100% committed to protecting our greatest asset, our employees. It is a pleasure to serve on such a safe and energetic team.

**Mike Moss** (Corporate Safety Director)



**PLAYING IT SAFE!** Pyramid Contracting employees and subcontractors gather together for one of many regularly scheduled safety meetings.

## *Construction's "Fatal Four"*

*Out of 4,674 worker fatalities in private industry in 2017, 971 or 20.7% were in construction - that's, one in five!*

*The leading causes of private sector worker deaths in the construction industry were falls, followed by struck by object, electrocution, and caught-in/between.*

*Falls – 381 out of 971 total deaths in construction in CY 2017*

## **Update Your Supervisor**

For your personal safety and that of your fellow employees, it is important that you update your supervisor on any hazards or risks you witness or encounter at your workplace.



## **Stay Alert**

There are many employees who ignore alerts or advanced warnings, and as a result a number of workplace injuries or fatalities occur.

## **Don't Cut Corners**

Take appropriate precautions while using machinery or any other tool, instead of taking shortcuts. Taking shortcuts is one of the biggest reasons behind workplace injury and loss.

*These "Fatal Four" were responsible for more than half (59.9%) the construction worker deaths in 2017. Eliminating the Fatal Four would save 582 workers'*



# Welcome New Teammates to Pyramid Contracting!

- Paul Artlip
- Jeremy Clark
- Steve Lerner
- Jerry Peterson
- Robert Knox
- Georgette Nicholson
- Mark Kerley
- Bryan Pratt
- Shane Willoughby
- Townes Drew
- Reece Eargle
- Jeff Wells
- Mike Milke
- Jericho Maguire
- Cori Hines
- Justin Grammer
- Butch Hudson
- Leigh Bozeman
- Ashlee Vencis
- Mike Moss
- John Perks
- Xan Taylor
- Debbie Anderson

## We Rely On Our Team

*"Coming together is a beginning, Staying together is progress, and working together is success."*

- Henry Ford





# PYRAMID

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