

March
2021

ACE



Consulting

Monthly Newsletter

Field Operations

The Field Operations team has added Industrial staffing and gained great traction! We have added multiple Field members every week for the past month. We are continuing to add jobs for April and May. We are currently holding the highest number of staff in the field so far this year!

Construction

ACE Construction is pursuing IDIQ contracts with the VA and USACE. We hope to service our regional VA and USACE office locations through ongoing construction task orders.

Building the Kingdom Fund

Through the Building the Kingdom Fund, the ACE team has been providing support to numerous organizations around our community. Our giving has provided the community with technology upgrades as well as funded rehabilitation homes. In addition to this, the funds helped provide military personnel with donations, helped find jobs for those struggling to find employment, enabled an at-risk kids' community to obtain safety equipment and insurance. Through our giving, we are continuing to build the kingdom in our community one organization at a time.

February Riddle Answer

A Penny.

Pre-Construction

The Pre-Construction team is currently coming off of the busiest January/February in ACE history! The Pre-Con team has shown remarkable efforts resulting in 50%+ gross profit margins for each member of the team! We welcomed the newest member of the team in Diana Hagan. Diana has an exceeding amount of experience in the construction industry and has already shown a great ability to perform in the Pre-Construction sector. Pre-Con is currently pursuing opportunities in the Food and Beverage industry. We are looking to apply our skills to the complexities that come with process manufacturing.

Small Projects

ACE Small Projects continues to reach for the smaller customer. Using our big job experience to help in a smaller way in the Lexington and Surrounding areas. We have increased our workload by going after more work and spreading our knowledge across all avenues of construction. We offer clients in the residential and commercial markets our expertise through Demolition, Drywall, Small Scale Utility Jobs, Grading, ACT, Doors, Windows, Painting, Framing, Metal Buildings, Small Scale Concrete, Site Clearing and Grubbing, Flooring, Insulation, and more!

Riddle of the Month

I am not alive, but I grow; I don't have lungs, but I need air; I don't have a mouth, but water kills me. What am I?

Get the answer on next month's newsletter

www.ace-consulting.net

Training

ACE has been collaborating with Gray Construction to produce a comprehensive internal training program for CPM Scheduling. This program will contain three modules that cover the different levels of schedule complexity for beginner, intermediate, and advanced scheduling concepts. ACE has also stepped in to administer classes for the ECU Construction Management program. ACE is facilitating multiple classes: both remote and in-person. ACE is proud to share our expertise with the next generation of leaders in the construction industry.

Security

The security team continues to support security oversight efforts on construction projects and SCIF's in Aurora, CO and Falls Church, VA. They supplied 34 Top Secret cleared Construction Surveillance Technicians over the last 5 months to our nation's most secure locations. They are currently supplying clients with Full-Scope Polygraph cleared Site Security personnel and maintain a strong reputation among partnering contractors for exceeding expectations.

Facilities

The facilities team is continuing to look for solicitations to submit proposals on. We have been quoting small local renovation projects as well as fostering relationships with clients. We have been in contact with a large commercial realtor and are continuing conversations with them in hopes of being chosen for their management needs. Facilities is making an effort to assist in reconstruction efforts from the last round of local weather disasters.

Message from Scott Arias

As we are coming out of the Pandemic I want to remind us what got us where we are today. First off I want to say thanks to God for his guidance and assistance during the past year. We have been very fortunate to have grown when others have failed in 2020. We should all be very grateful. The core of our business success has been centered around three simple principles that we should aspire to achieve each day. These principles are known around ACE as our Core Values. These values have the acronym RUG, which outlines three values that if we align ourselves with, will inevitably lead to our future success. Here is a brief description of these values:

- 1) Do the Right Thing: We do the right thing, always. Our word is our bond.
- 2) Have Extreme Urgency: We pursue excellence with extreme urgency.
- 3) Be the Gold Standard: We surpass customer expectations and contribute to their success.