



Hard-Troweled Tribune

2021 – Growing Full Speed Ahead!

Turning the page from 2020 to 2021 is something we have been excited about for obvious reasons – among them hopefully leaving the anxiety of the Covid-19 Pandemic in our rear-view mirror. Even still, despite its many challenges, 2020 proved to be an excellent year for GGC. We set records for total revenue (over \$43.5M), as well as profits. We broke into new markets with Data Centers and Tilt-Up Concrete, and we hired several new talented team members, gearing us up for successful years to come. Looking onward to 2021, our executive team has put together an aggressive business plan that breaks our work into four core business units: 1) Data Centers, 2) Hardscapes, 3) Tilt-Up Concrete, and 4) Traditional Structural/Industrial. We have set an overall revenue goal of \$60M for 2021, which is an increase of over 35% from 2020. That may seem very aggressive, but we have studied our current backlog and market share and it is there for the taking. And this big jump we feel is very sustainable and healthy, as we've built a machine ready for this jump. With awards this past week, we already have \$50M of work completed or under contract projected for 2021 calendar year = 83% to our goal. And there is plenty of opportunity in the Preconstruction pipeline. As you have heard from the Ownership team, 2021 is poised to be a terrific year for GGC, we thank each and every one of you for your contribution to our team success. Our awards since the last newsletter was published in December:

- **Project Apollo:** \$1.5M industrial project in Chattanooga, TN with new client SSOE. Scope of work includes foundations, walls, tank farm and slabs for Nippon Paint manufacturing – 15,000SF Tank Farm & 25,000SF Process Bldg.
- **Lane Park Retail:** A \$867K Hardscape project in Birmingham, AL working with partner Hoar Construction – project includes pavers and colored concrete on streetscape project that should start in the 4th quarter of 2021.
- **NHA5&6 Place and Finish:** Our Huntsville team is working with Holder on the NHA3 building contract which is nearly 50% complete. Last quarter we were awarded a \$9.8M contract for the next two buildings at the same site, which will keep us there through 2021. This additional contract brings the NHA total to \$15.5M to date, and our teams continue to pursue additional site packages.
- **MNK8A P&F, HUB2, Cub:** More work at the Charleston SC Data Center, including the \$2.7M Place and Finish Contract for building 8A (350,000 SF), An additional \$2M E-Yard Paving scope, a \$650K foundation and place & finish contract for the gCUB building, and a \$115K masonry scope at the HUB office building. All this brings our current total work at MNK to approx. \$17M.
- **West Laurens MS:** \$1.9M Turnkey Concrete for JCI/Lentile Joint Venture – project is 135,000SF new construction for a new Middle School in Dublin, GA that should start in Spring and includes a site package.
- **Panola Crossing Senior Living:** \$475K Turnkey Foundations and Slabs Assisted Living project for Brasfield & Gorrie in Lithia Springs, GA - Summer start.
- **P-947 Albany:** \$2.3M project with Haskell Construction for the Marine Corps Logistics Base in Albany, GA. Scope is 60,000SF building and 130,000SF of paving. GGC anticipates mobilizing in May.
- **The Beach Company Governor's Drive Office Building:** \$485K office building package in Huntsville, AL for Brasfield & Gorrie – project includes turnkey foundations and slabs on grade/deck for 3-story 16,000SF footprint building.
- **Project Embark:** \$100K small site/building package for Evans Construction in Palmetto, GA. Project includes guard shack and misc. paving for existing facility – starts in April/May.

Mark your calendars...

- **Spring Fling – Saturday April 24th.** Wear your 80's Gear and NEW VENUE: The hotel at Avalon.
- **GGC's 2nd Annual Summer Jam at Lake Lanier Islands – Saturday, August 21st!** Details to follow, but a hold-the-date invitation is coming!

RECENT GGC ANNIVERSARIES:

Brad Ladner – 8 Years in February
 Pete Macias – 7 Years in April
 Brett Blanton – 5 Years in March
 David Martinez – 4 Years in February
 Matt Maclaren – 4 Years in March
 Mario Ventura – 3 Years in February
 Luke Gettmann – 3 Years in March
 Lazaro Mata – 3 Years in March
 Lidio Portillo – 3 Years in February
 Mario Ventura – 3 Years in February
 Brian Pulley – 2 Years in March
 Lazaro Mata – 3 Years in March
 Billy Merck – 2 Years in February
 Chris Salmon – 1 Year in February

Doraville Distribution

Our Tilt-Up Team set out a record 63 panels (the entire building) for a large distribution center client in Doraville in mid-February. Great work by team including Bobby Lane, Sr, Brad Ladner, Brian Pulley, Ian McMillan, Bilsa Contracting and TMC Cranes.



Project Spotlight: Freedom Mixed Use Huntsville



Another terrific project with Huntsville's Turner Construction office, GGC landed this job primarily due to the relationship created through the exceptional performance on Huntsville Toyota Manufacturing earlier in 2020 – tangible proof that managing client relations through a project pays off. The project is a mixed-use office, manufacturing and laboratory complex serving the growing defense contracting market of Huntsville. Our scope of work includes Foundations, Slab on Grade, Slab on Metal Deck and a variety of site paving and concrete work. A defining moment on the project was a massive 70-Meter pump utilized to place a 34,000 SF slab with 630CY on a single pour. The pump had a 214' reach allowing GGC to reach all corners of the placement from one central location, reducing time associated with pump movement. GGC continues to develop its presence in the Huntsville area, with 5 projects currently under contract with 3 different General Contractors. Our project team included Superintendent Matt Walther, General Superintendent Larry Dempsey, Sr Project Manager Trevor Garner and labor forces Hector Chaverria and West Georgia Place and Finish.



Office Expansion and Exterior Upgrades

With growth comes another need for expansion. As of the publishing of this newsletter, GGC is nearly finished with the interior expansion, including the addition of 6 new offices in the area of what was left of our original warehouse space. We're also just underway on an exterior project that includes a façade facelift, as well as building some external storage to the the yard. See pictures below. Projected completion: Interior by March, Exterior by early May.



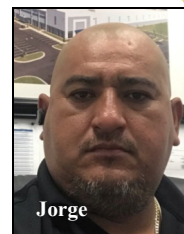
Office Expansion Area



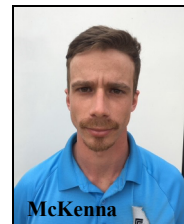
SAFETY Update - 2020 ABC Award

Thanks to the hard work and safety consciousness of our entire GGC TEAM, GGC will be awarded the STEP Diamond award for 2021. During 2020 we only recorded one injury, which has led to GGC receiving the Highest safety award issued by the ABC. We thank everyone for the hard work and dedication to safety as we continue to grow our safety culture. GGC strives for Zero Accidents and Zero Injuries. We also currently have 2 full-time safety coordinators on projects working under Director Marcus Scott, including Ricardo Battle (an Assistant Superintendent fulfilling the safety role on MNK8A in Charleston), and Eric Nwosa working at NHA3F in Huntsville, AL.

Employee Updates



Jorge



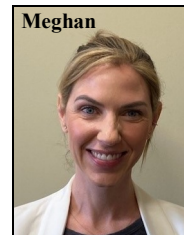
McKenna



Jake



Gino



Meghan

Poised for growth in 2021, GGC has added several key people to our team. Jorge Mendiola is a Superintendent with significant Tilt-Up experience, who helps shore up our Tilt-Up market – he comes over from Danko Concrete. Our Hardscape division has added four members, including Jake Davis and Meghan Rooney to the Precon team. Jake adds depth to our Precon-to-Operations transition, and Meghan brings a superior level of experience to Hardscape Estimating, coming over from Hemma. Gino Paredes also comes from Hemma and brings 20+ years of Superintendent experience including many anchor projects. McKenna Salmon provides valuable Field Supervision depth to the Hardscape team as well, he joins our team from Ruppert.

Also in the news, Jonathan Browning has moved from Project Management to a role in our Shop/Logistics Operations – GGC has looked to increase our staff and leadership in this area to meet the changing needs of our growing company.