What's Going on at Gainey's?

Greg Roache
President

WHERE WE ARE TODAY!

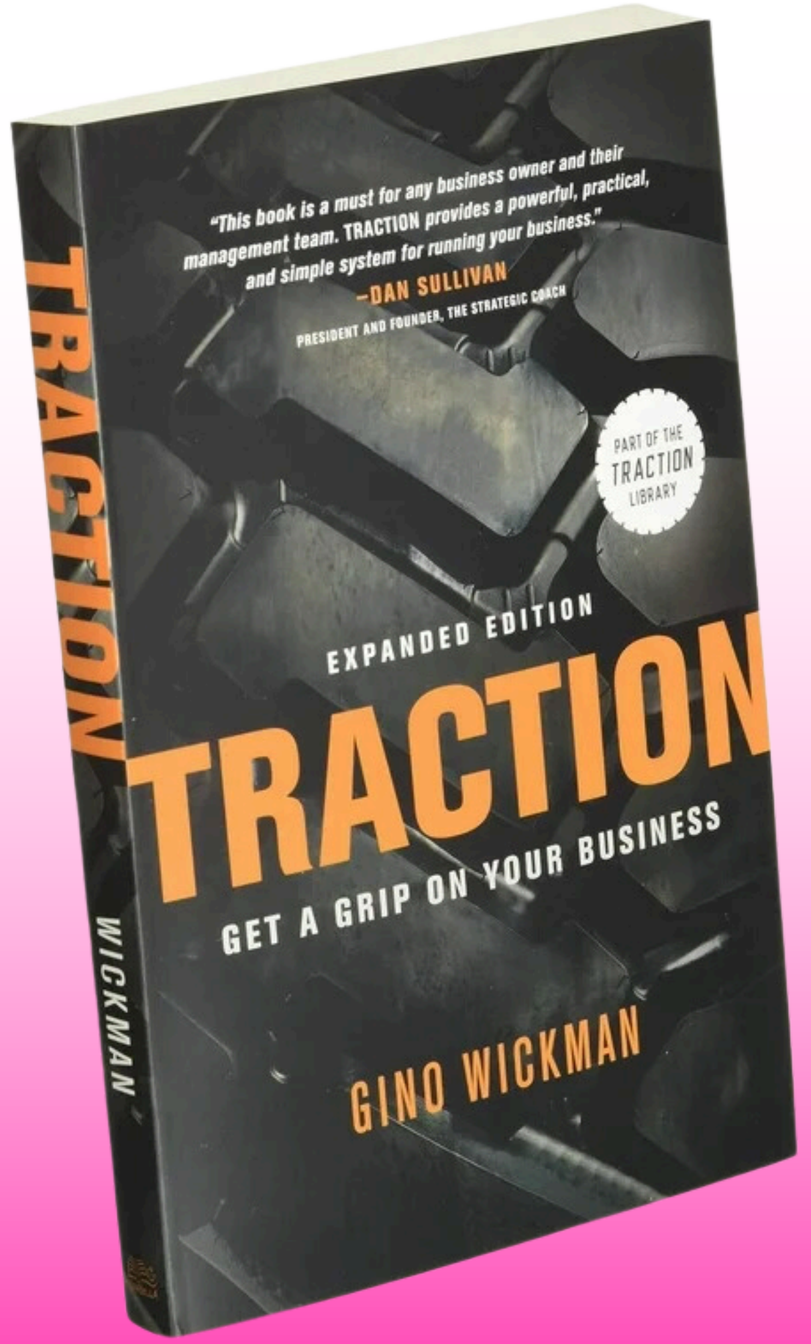
In the beginning of 2023, we said…

- **Residential, our biggest market would be down as much as 50%.**
- **Gainey's planned on pivoting to other product lines and other markets.**

LET'S SEE HOW THAT TURNED OUT…

2023 Highlights

- Grew 10% in revenue in 2023 despite residential being down
- Profit Improvement
- 30% of revenue in 2023 in New Region and New Product.


"This book is a must for any business owner and their management team. TRACTION provides a powerful, practical, and simple system for running your business."
–DAN SULLIVAN
PRESIDENT AND FOUNDER, THE STRATEGIC COACH
PART OF THE TRACTION LIBRARY
EXPANDED EDITION
TRACTION
GET A GRIP ON YOUR BUSINESS
GINO WICKMAN
TRACTION
WICKMAN

EOS®
ENTREPRENEURIAL
OPERATING SYSTEM®

gainey's CORE VALUES

INTEGRITY - Our word is our promise.

QUALITY - We strive to give you what you want.

PASSION - We LOVE what we do!

RELIABILITY - You can count on us... we gotcha!

INNOVATION - We love a challenge.

GWC

GET IT,
WANT IT,
CAPACITY
TO DOIT

gainey's

THE PEOPLE ANALYZER™

NAME	INTEGRITY	QUALITY	PASSION	RELIABILITY	INNOVATION		GET IT	WANT IT	CAPACITY TO DO IT	
Mychol	+	+	+	+	+		+	+	+	
Taylor	+	+	+	+	+		+	+	+	

THE BAR

RATING: + +/- -	+	+	+	+	+		+	+	+	

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OUR VISION

GO TO MARKET STRATEGY

Target Market

Residential, Commercial, Utility, and Industrial Contractors within the Southeastern United States who value quality, timeliness, and service.

Three Uniques

1. **1.:** Project Managers to partner with you.
2. **2.:** Design Consultation - Our ability to take your vision to completion.
3. **3.:** We think like contractors and make it easy for you.

Proven Process

The Gainey's Guide

Guarantee

We stand behind our products.

1 YEAR PLAN

Goals for the year:

- 65 Employees Right People/Right Seat
- 4 Core Processes documented and simplified
- 25% revenue from new products
- 10% revenue in new regions
- Plant expansion operational
- DOTD approval in Florida, Mississippi, and Alabama
- Visionary Succession and training plan established

3 YEAR PLAN - WHAT DO WE LOOK LIKE?

Future Date: December 31st, 2026

Goals for the year:

- 112 Employees Right People/Right Seat
- 4 Core Processes documented and simplified
- Additional office space
- Second location
- 60 qualified new positions
- Regional Wastewater Conference
- Increase batching capacity requirement

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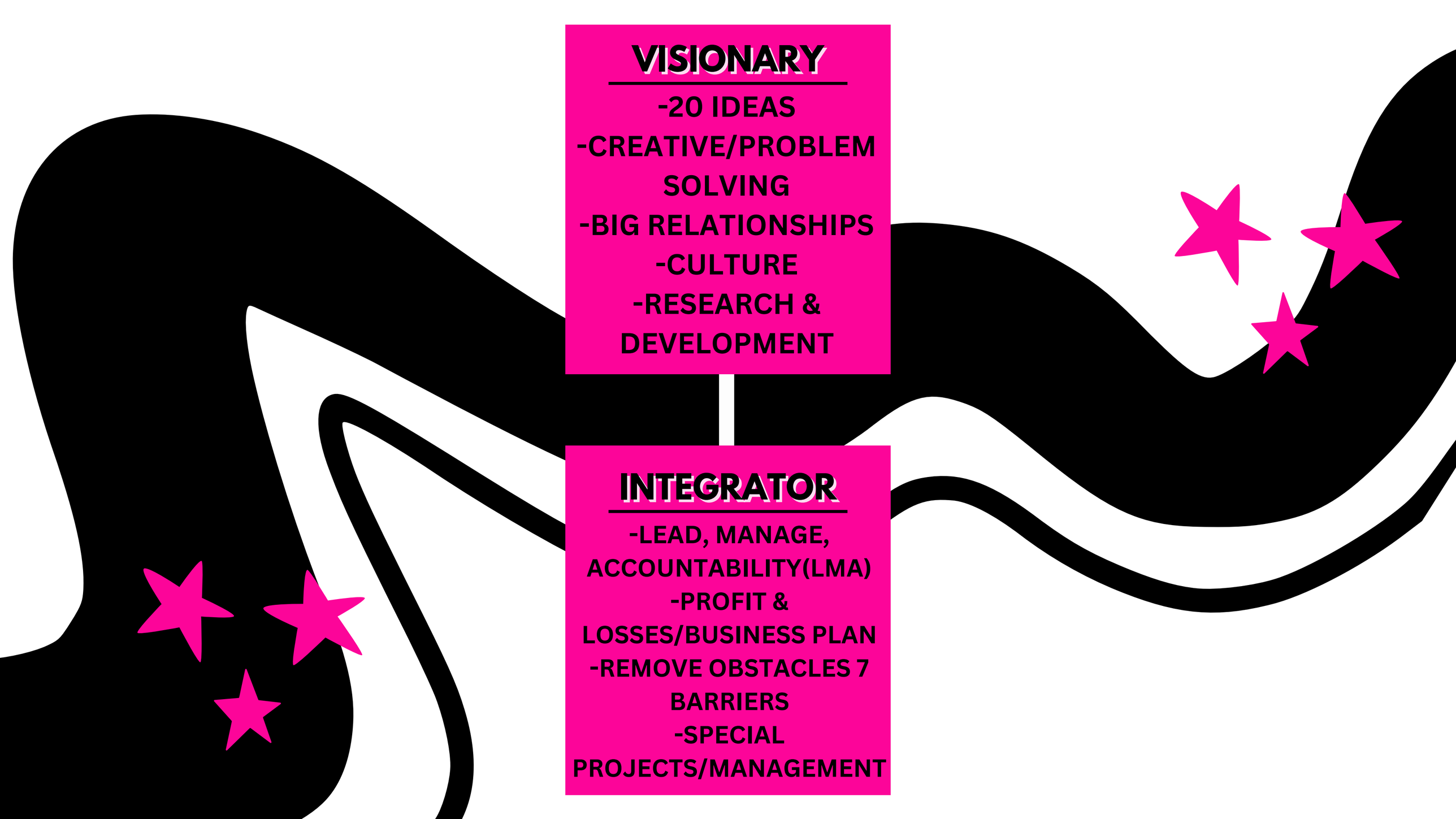
2026 Projected Revenue

3 year revenue growth of 75%

- New product lines
- New regions
- Rapid expansion of WWTP's into other states

Our company is strong and preparing for aggressive growth!

AGGRESSIVE GROWTH


VISIONARY
-20 IDEAS
-CREATIVE/PROBLEM SOLVING
-BIG RELATIONSHIPS
-CULTURE
-RESEARCH & DEVELOPMENT
INTEGRATOR
-LEAD, MANAGE, ACCOUNTABILITY(LMA)
-PROFIT & LOSSES/BUSINESS PLAN
-REMOVE OBSTACLES 7 BARRIERS
-SPECIAL PROJECTS/MANAGEMENT

Succession
Planning

WHAT DO I DO?
… AND WHERE IT'S GOING!

New Products	→	Estimating
Capital Projects	→	In Training
R&D and Product Development	→	Tim (VP of Operations)
Outside Sales	→	PM's and Brandon M.

HOW IS GAINEY'S

GROWING?

Louisiana DOTD

Mound Rest Area Improvements (Tallulah)
LA 3064 to LA 1248 (Baton Rouge)
LA 30 Roundabout @ Tanger (Gonzales)
I20 Rehab (Bossier City)
LA 675 & LA87 (New Iberia)
I-10 LA 415 to Essen (Baton Rouge)

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KENNER
CHAIN
WALL®

gainey's

ZONE 1

GENERAC
INDUSTRIAL
POWER

Gainey's

Remote Wastewater Treatment Plant

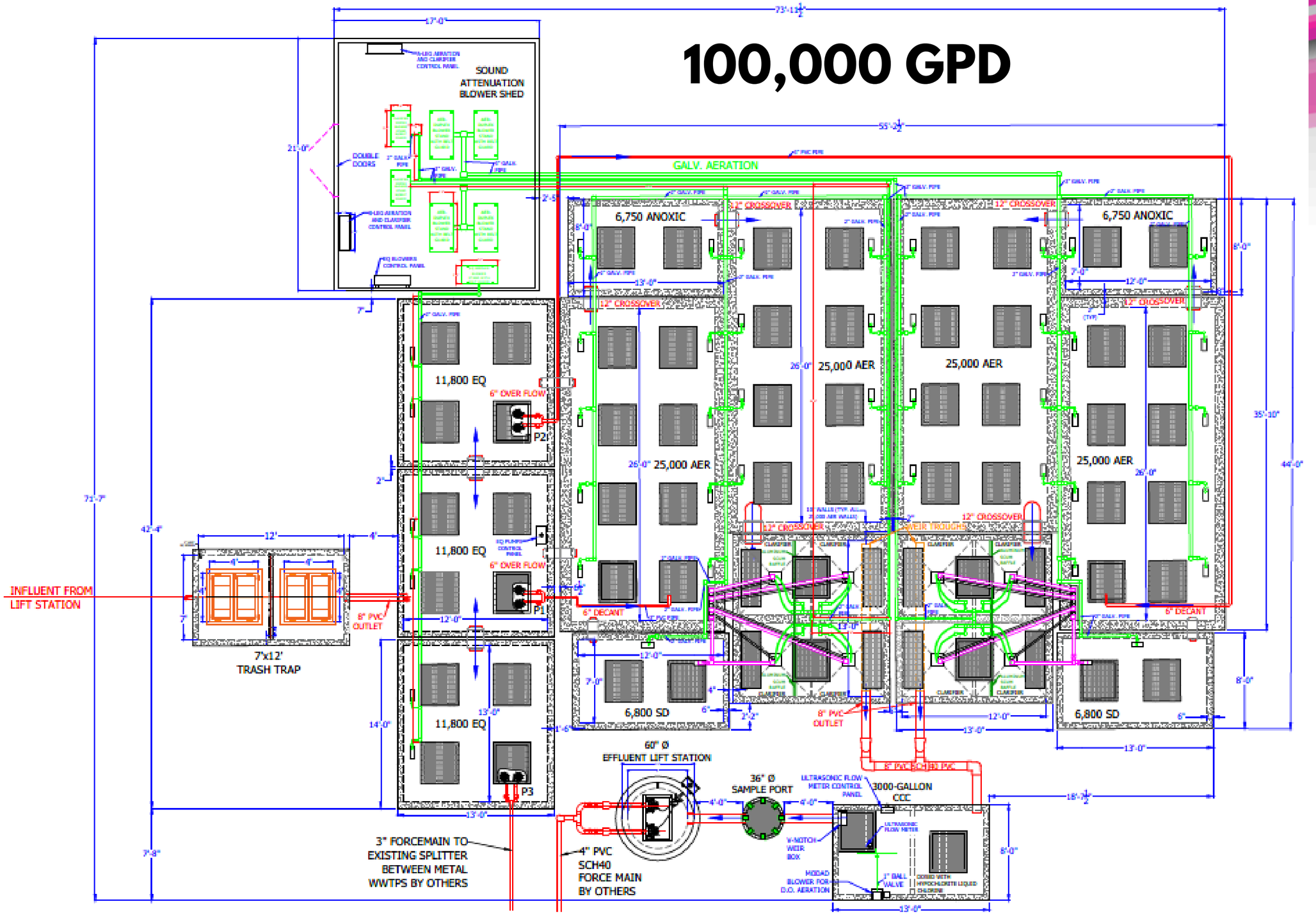
Village at Georgetown (Georgetown)

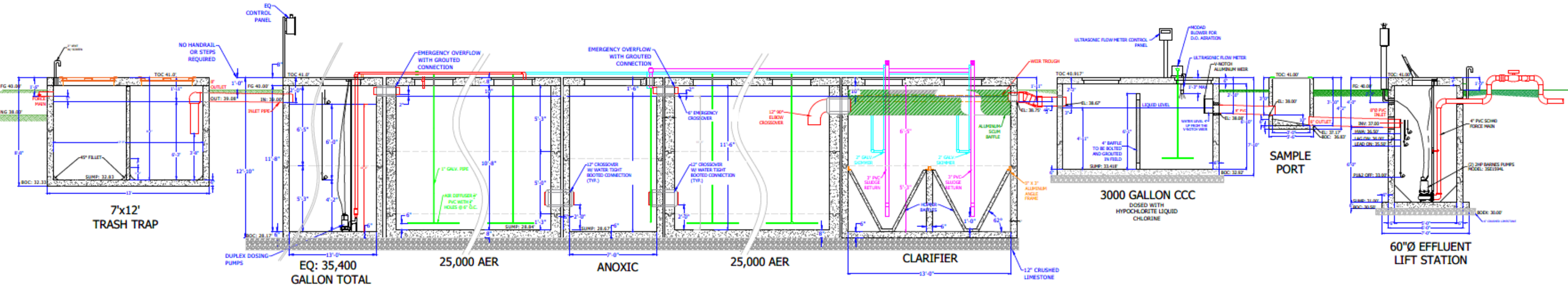
Genoa School (Arkansas)

Derby Meadows (Tennessee)

St. Tammany
WWTP

100,000 GPD


SOUND ATTENUATION BLOWER SHED
GALV. AERATION
6,750 ANOXIC
6,750 ANOXIC
12" CROSSOVER
25,000 AER
25,000 AER
25,000 AER
11,800 EQ
11,800 EQ
11,800 EQ
6" OVER FLOW
P1
P2
P3
6,800 SD
6,800 SD
6" DECANT
8" PVC OUTLET
INFLUENT FROM LIFT STATION
7'x12' TRASH TRAP
60" Ø EFFLUENT LIFT STATION
36" Ø SAMPLE PORT
3000-GALLON CCC
3" FORCEMAIN TO EXISTING SPLITTER BETWEEN METAL WWTPS BY OTHERS
4" PVC SCH40 FORCE MAIN BY OTHERS



Designed specifically for St. Tammany

Larger Tanks 26' x 12' x 11'6"

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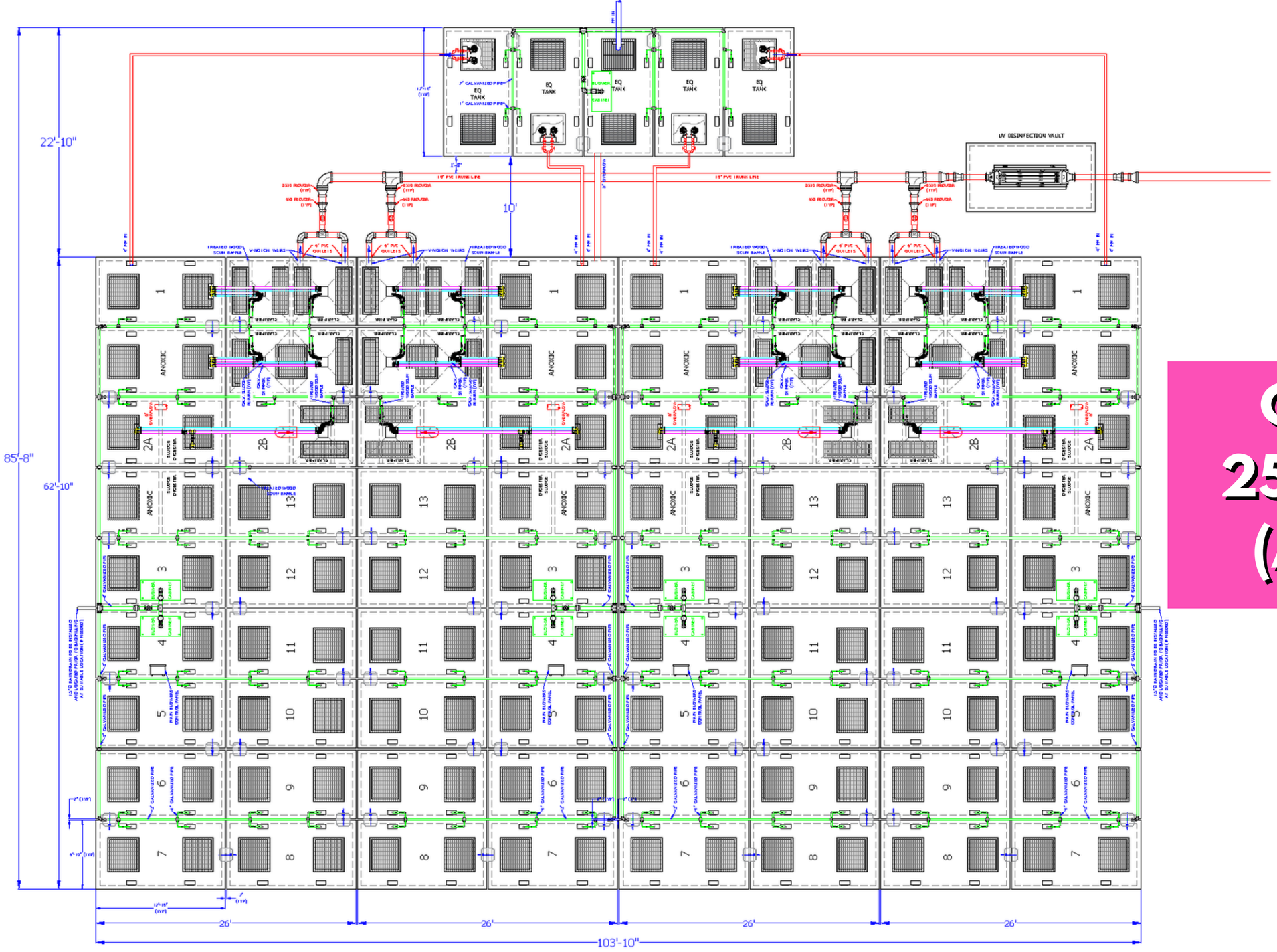
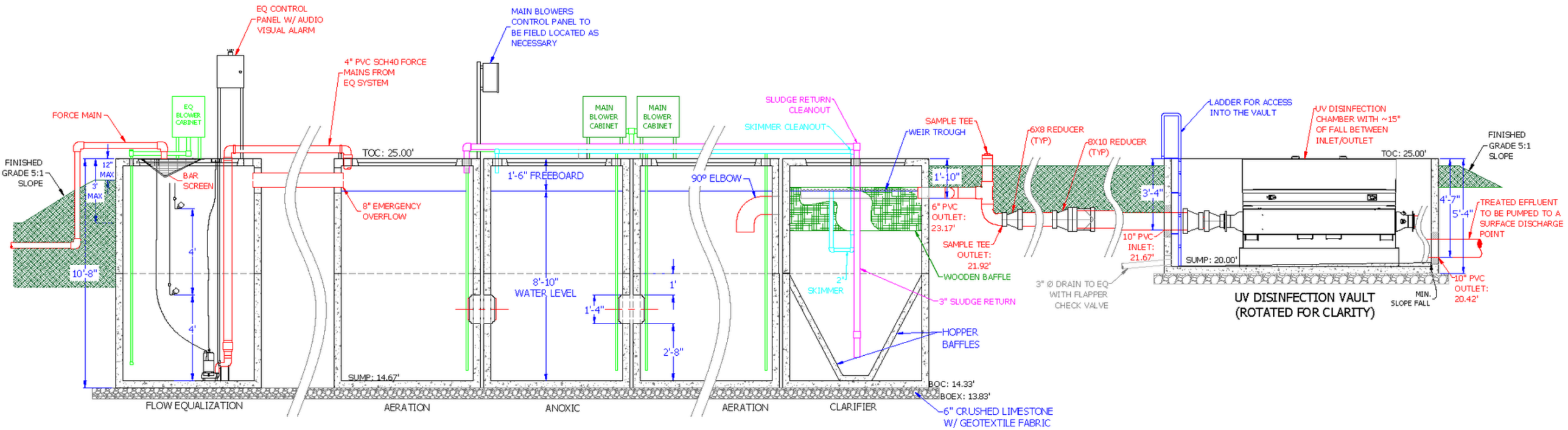


Crossville 250,000 STP (Alabama)



NOTES:

1. THE DESIGN IS PRELIMINARY AND SHALL NOT BE USED FOR CONSTRUCTION PRIOR TO APPROVED SUBMITTALS.
2. THE ABOVE PROFILE VIEW IS A DIAGRAM OF THE SYSTEM AND IS REVOLVED FOR CLARITY OF THE HYDRAULIC FLOW
3. FINAL LOCATION OF CONTROL PANELS AND BLOWERS MAY DEVIATE BASED ON FIELD CONDITIONS.

PIPE SCHEDULE	
GALV. AERATION	
2" GALV. PVC SKIMMER	
3" GALV. SLUDGE RETURN	

Crossville - 250,000 STP (Alabama)

#	Description	[Wt]	Reference
1	Total Cost Submitted [Materials Only]	20	Pg 2
2	Estimated Total Installation Cost	10	Pg 4
3	Projected Total Monthly O&M Cost Including Electrical	10	Pg 4
4	Life Cycle Cost [20-year]	20	Pg 4
5	Quality of Construction Materials	10	Pg 5
6	Ease of Operation & Maintenance	10	Pg 5
7	Ease of Future Expansion	5	Pg 6
8	Prior Experience with Similar Sized Projects	5	Pg 6
9	Unique Advantages to Town if Selected	5	Pg 7
10	References Provided for Similar Successful Projects	5	Pg 8
11	[Total Score] & [Score * Wt] [Highest = Best]	100	
12	Guarantee of Treated Effluent Required Y/N	Y/N	Yes – Pg 9
13	2-Year Warranty Provided as Requested Y/N	Y/N	Yes
14	Process and Equipment Meet the Town's Stated Requirement	Y/N	Yes

PROPOSAL

Crossville - 250,000 STP (Alabama)

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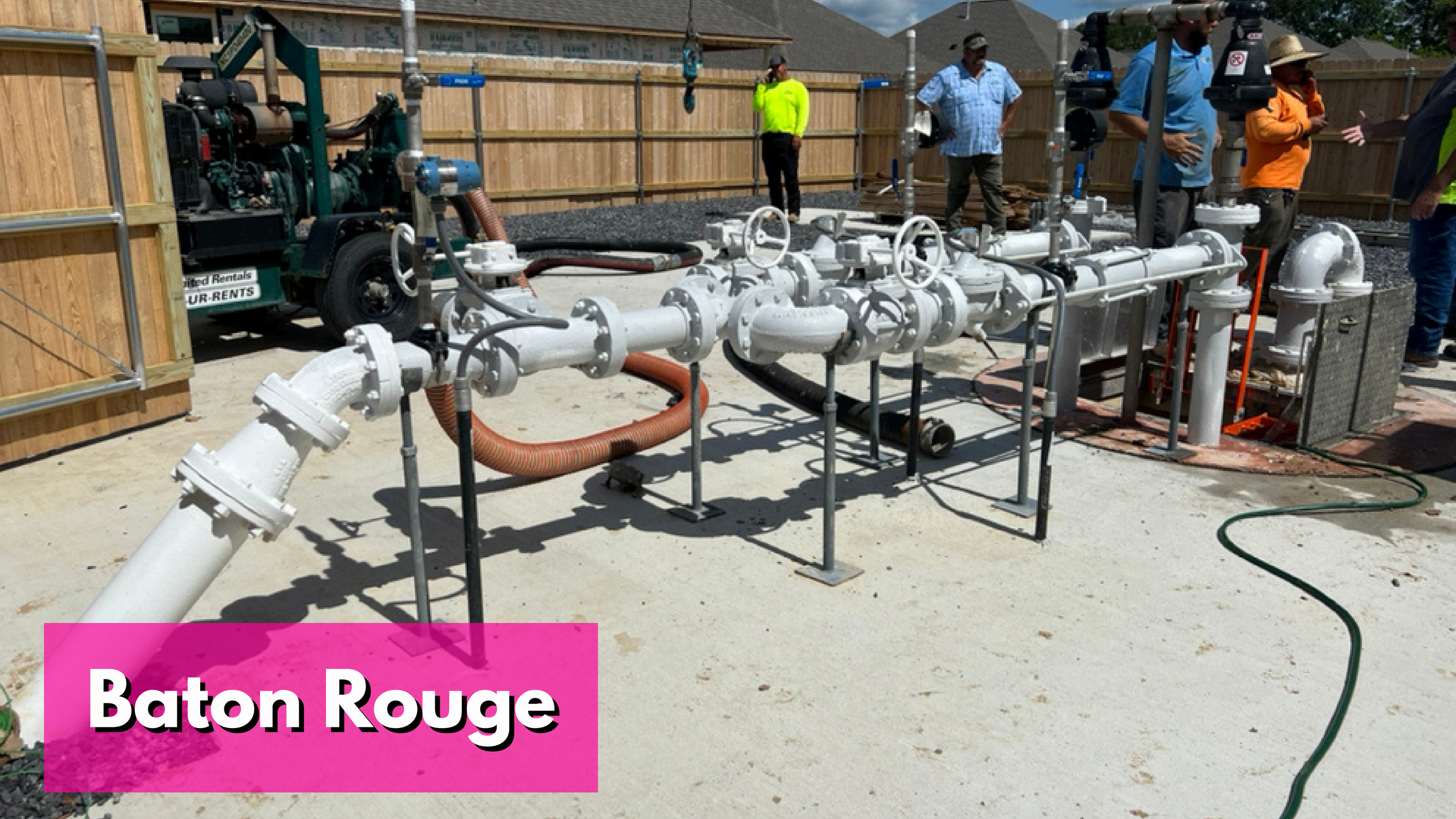
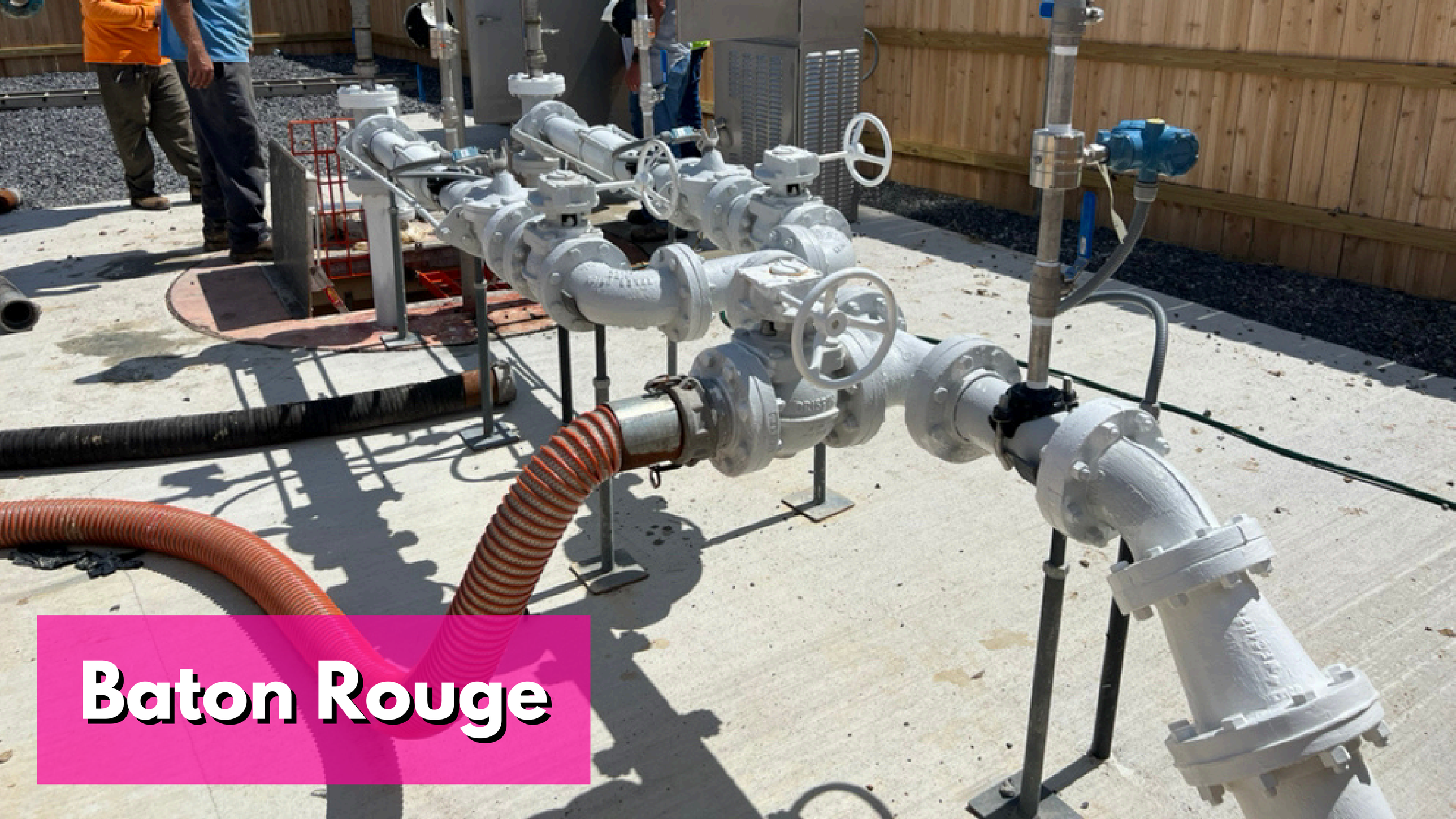
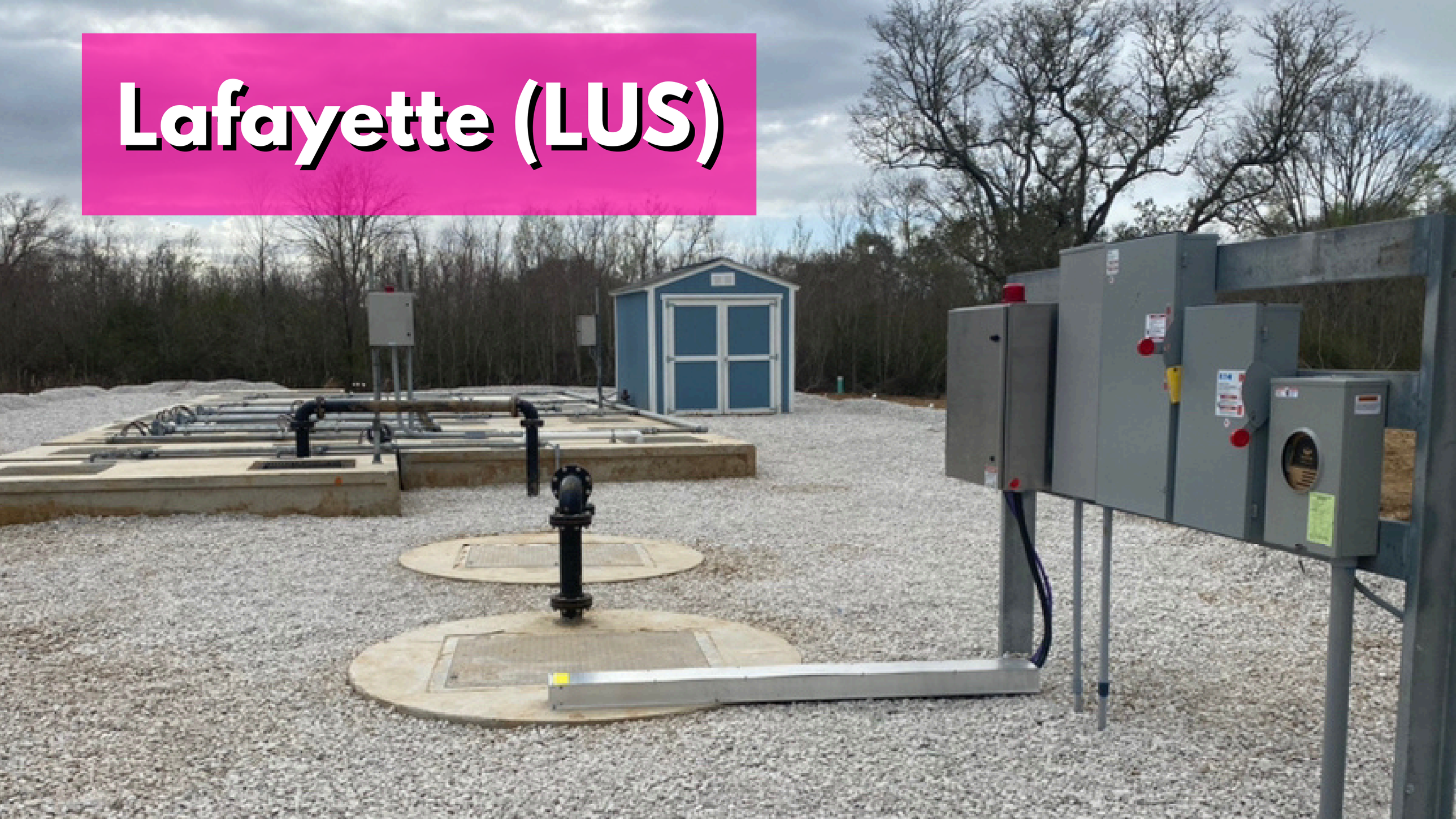
Turnkey Lift Stations

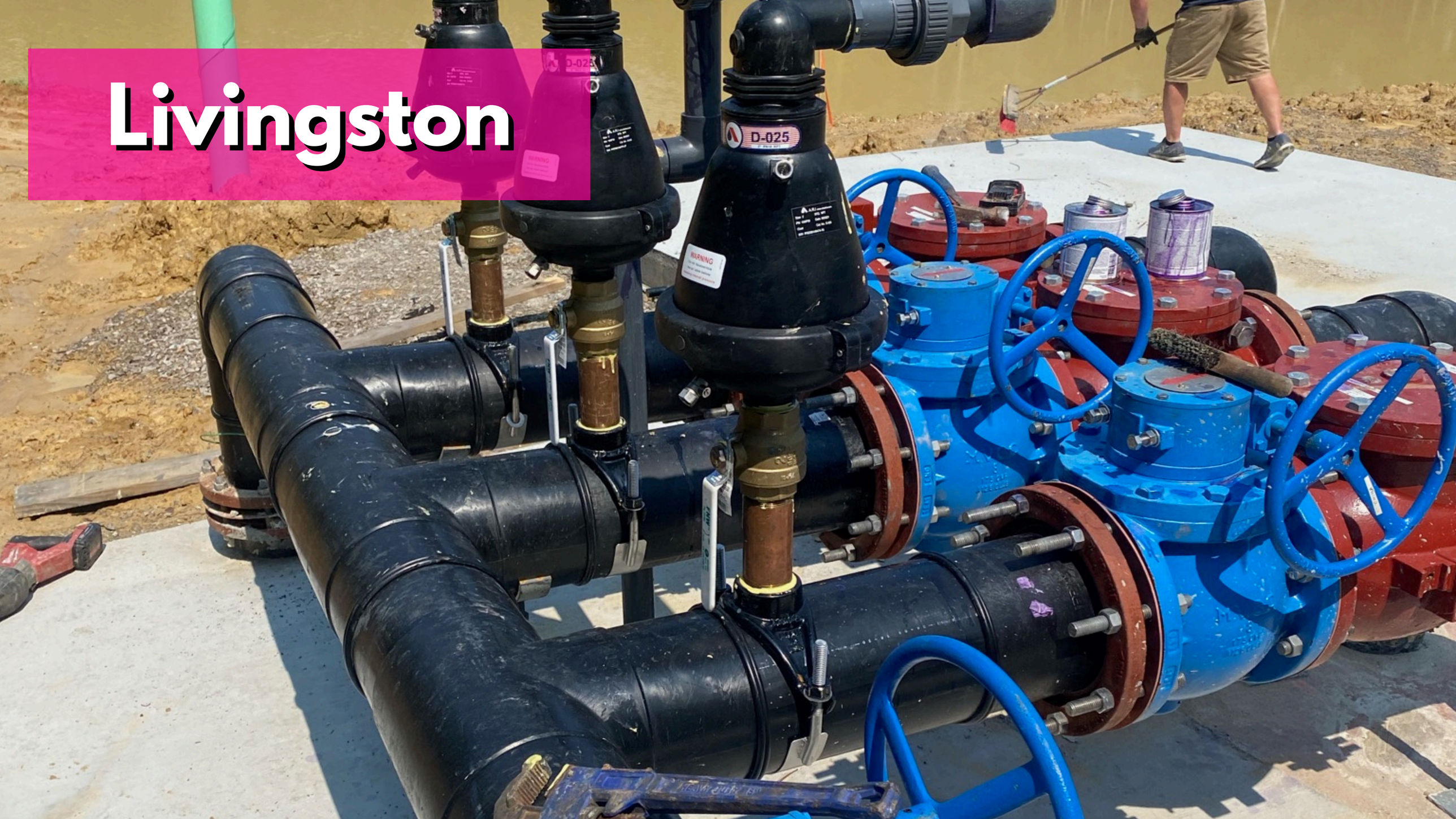

Baton Rouge


Baton Rouge

Lafayette (LUS)

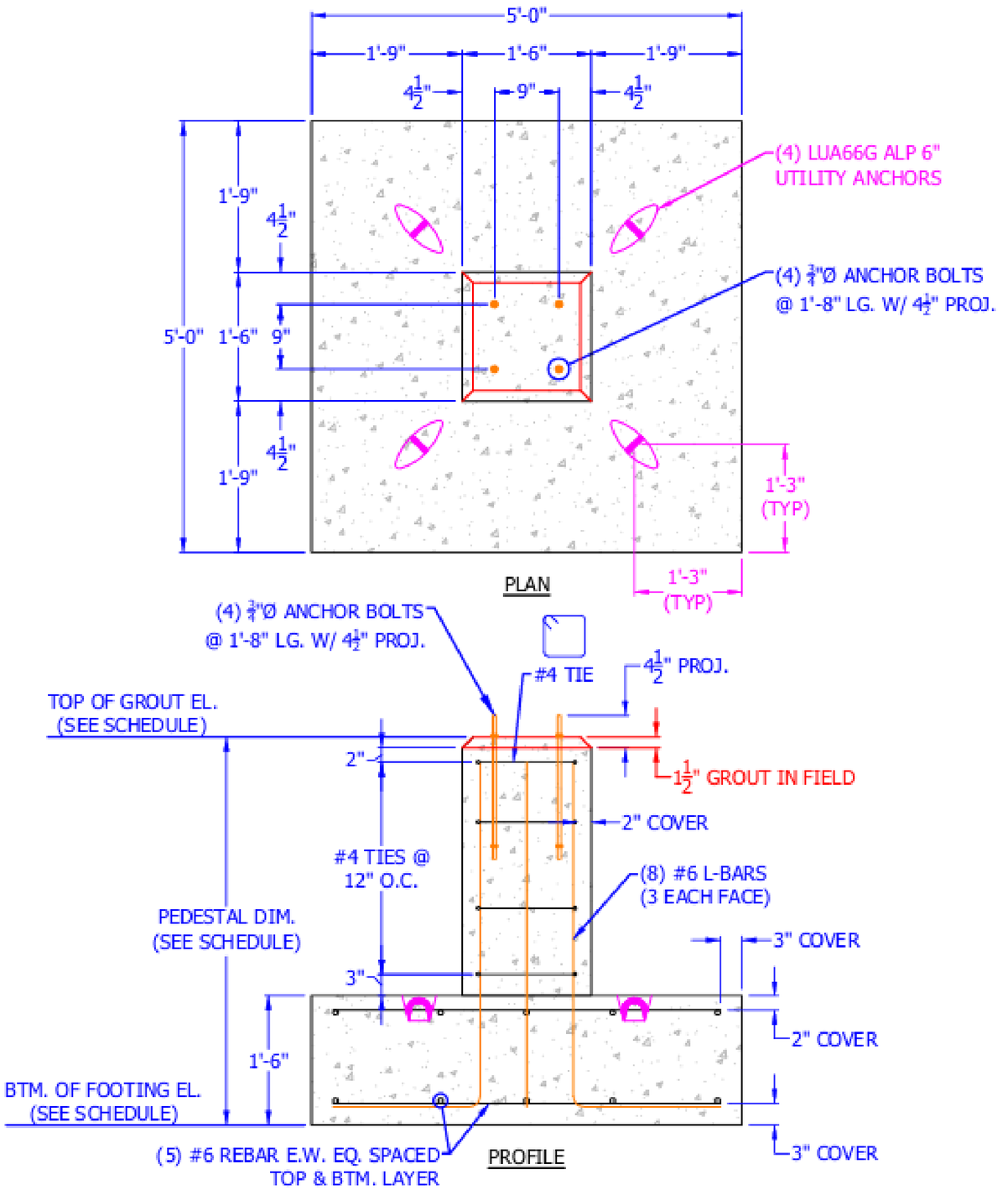


Ascension

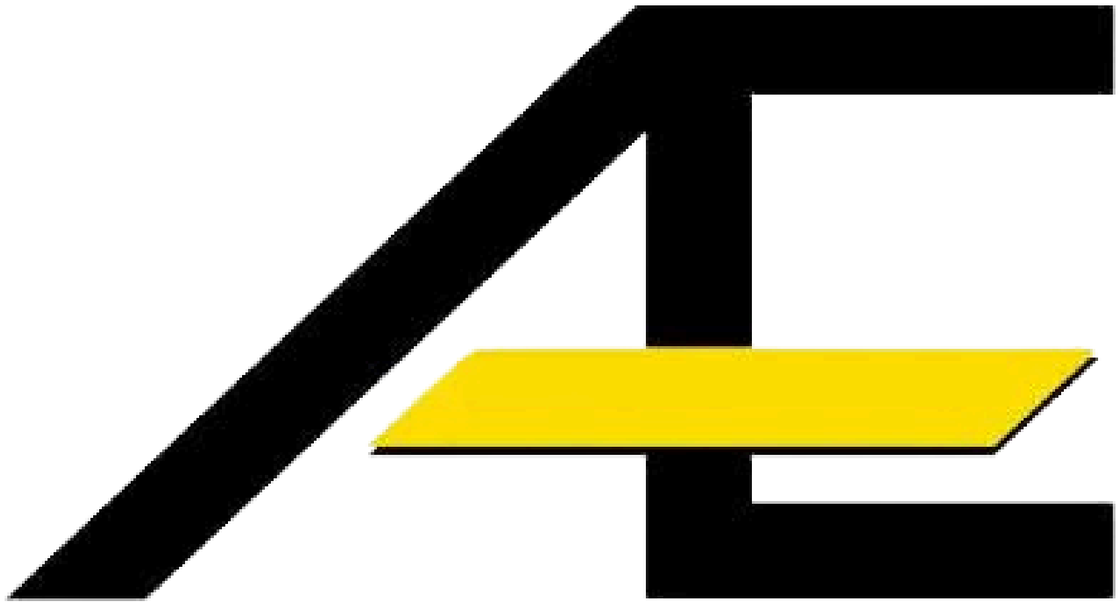

Livingston
D-025
WARNING

Livingston

Pedestals


5'-0"
1'-9"
1'-6"
1'-9"
4½"
9"
4½"
1'-9"
4½"
5'-0"
1'-6"
9"
4½"
1'-9"
(4) LUA66G ALP 6" UTILITY ANCHORS
(4) ¾"Ø ANCHOR BOLTS @ 1'-8" LG. W/ 4½" PROJ.
1'-3" (TYP)
1'-3" (TYP)
PLAN
(4) ¾"Ø ANCHOR BOLTS @ 1'-8" LG. W/ 4½" PROJ.
#4 TIE
4½" PROJ.
TOP OF GROUT EL. (SEE SCHEDULE)
2"
1½" GROUT IN FIELD
2" COVER
#4 TIES @ 12" O.C.
(8) #6 L-BARS (3 EACH FACE)
PEDESTAL DIM. (SEE SCHEDULE)
3"
3" COVER
2" COVER
1'-6"
BTM. OF FOOTING EL. (SEE SCHEDULE)
3" COVER
(5) #6 REBAR E.W. EQ. SPACED TOP & BTM. LAYER
PROFILE

River Weights

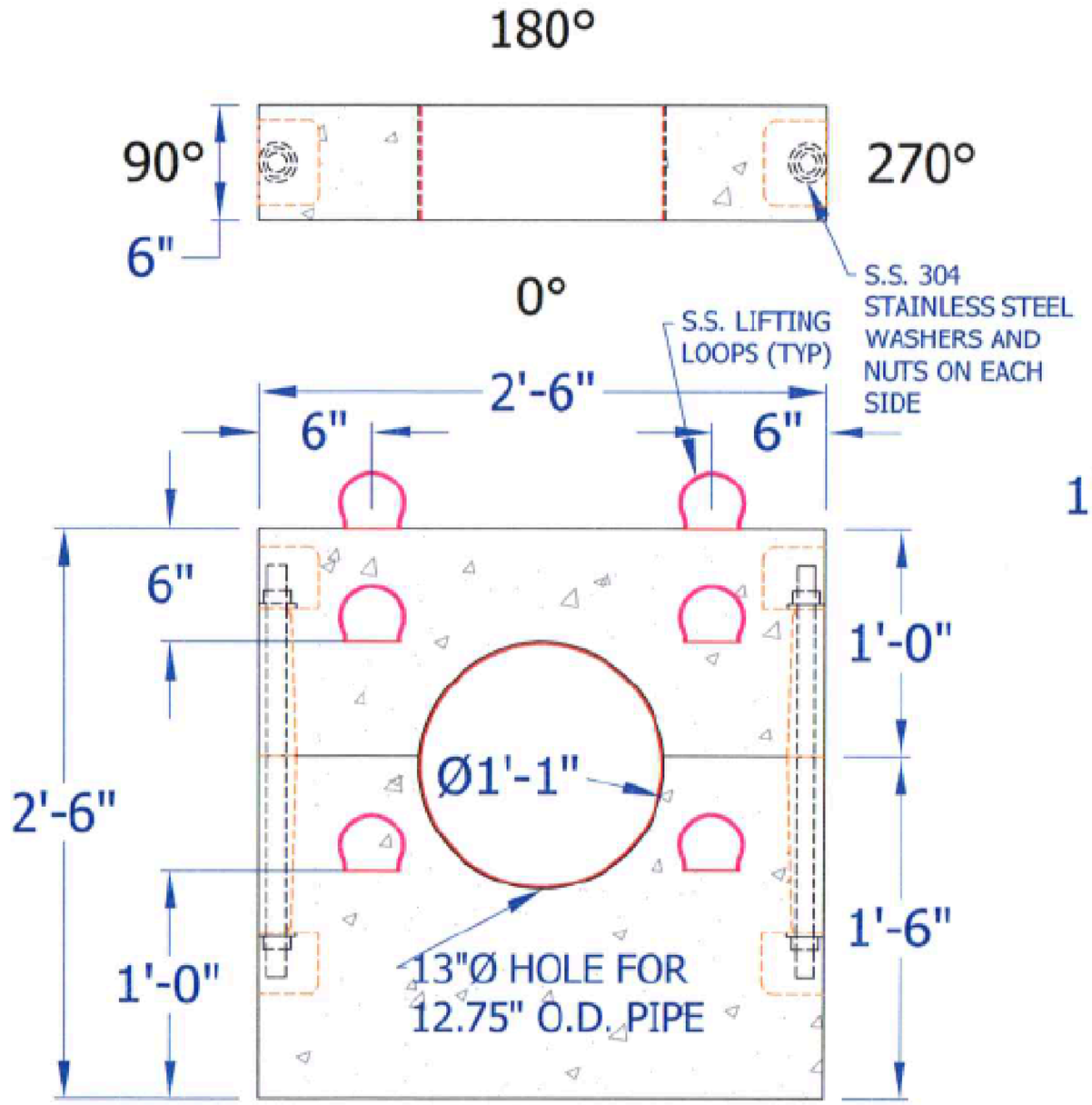


ALLAN EDWARDS

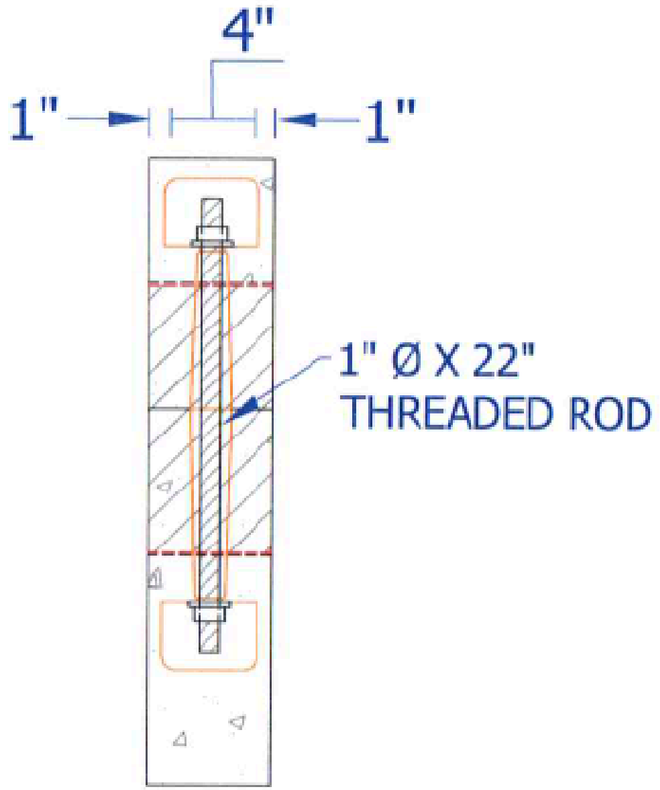
345C

WEIGHT @ 150 LBS/FT³:
TOP: 163 LBS
BOTTOM: 199 LBS
TOTAL: 362 LBS

NOTES:
1. CONCRETE WILL HAVE A MINIMUM COMPRESSIVE STRENGTH OF 5,000 PSI AT 28 DAYS.
2. REINFORCEMENT TO BE GRADE 60 MINIMUM.



0° VIEW



270° VIEW

Trenches

gainey's
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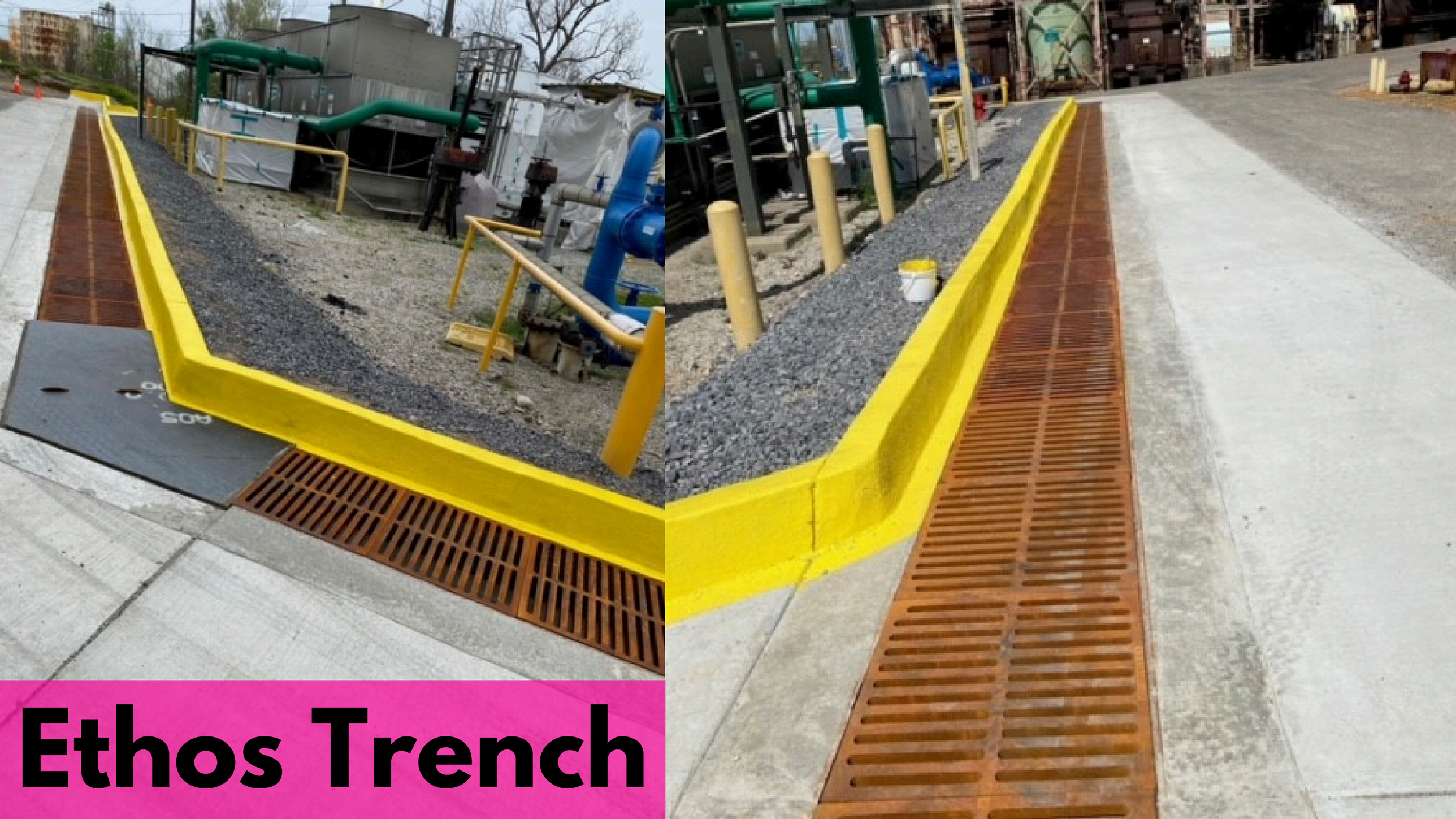
BYRON TALBOT CONTR., INC.
Ethos French
12 13
10,714LBS
gainey's



Ethos Trench

COMPLETE FINANCIAL · INSURANCE · MO
CONTECH®
ENGINEERED SOLUTIONS

US-80 Neely Creek

GULF RELAY
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gainey's
APCA
CERTIFIED PLANT
CONSPAN
BRIDGE SYSTEMS
CONTECH

Rent-A-Center

APOLLO ROAD

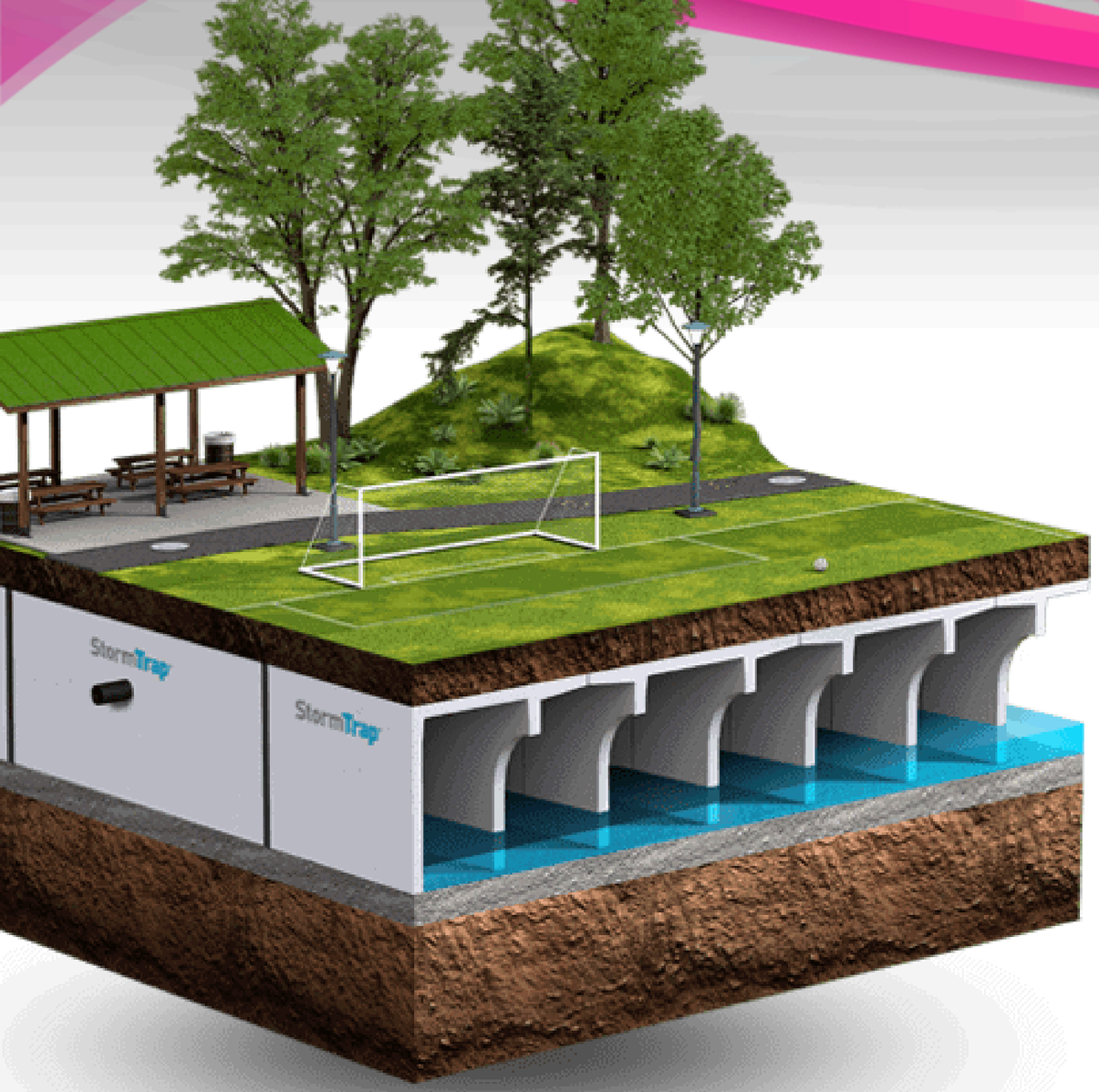
BELLE SAVANNE

Gainey's
CONCRETE PRODUCTS
CONTECH

Light Pole
Bases

ZONE 4

StormTrap



Single Trap

Double Trap

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StormTrap
StormTrap
StormTrap

MAERSK
MAERSK

QUALITY CRANE

StormTrap®

MODULAR CONCRETE
STORMWATER MANAGEMENT

CONTECH®
ENGINEERED SOLUTIONS

Vist-A-Wall MSE Structural Wall System®

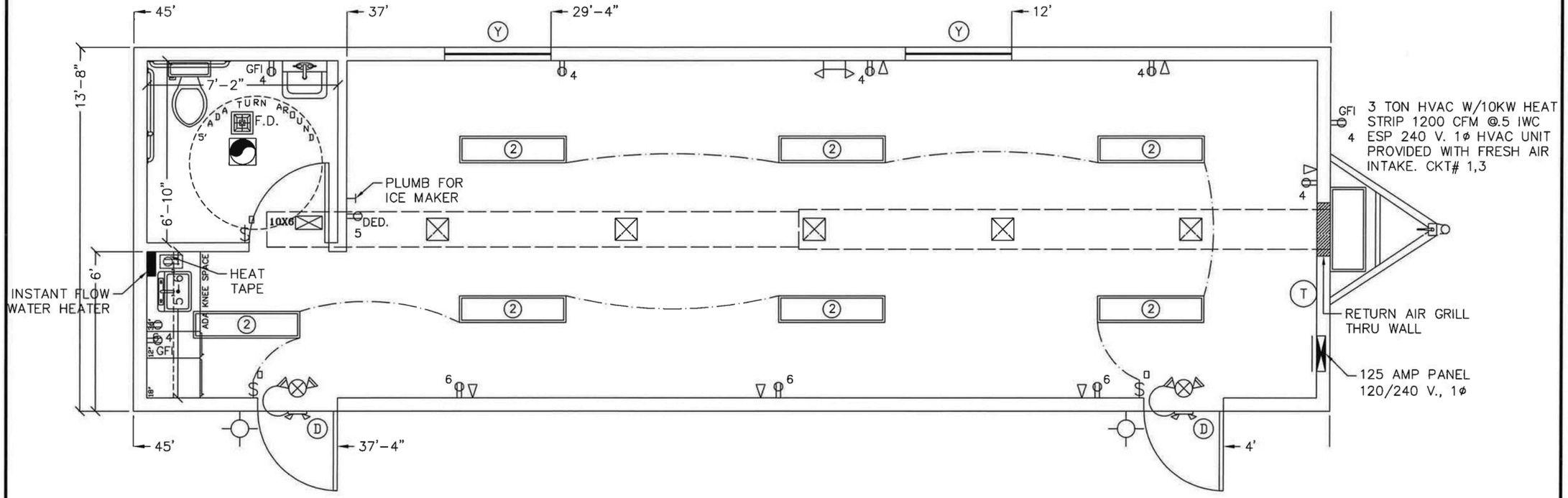
Gang Crypts
Cemetary Products

Lindsay PRECAST

THE TRIBUTE COMPANIES

10-12-15

CAPITAL IMPROVEMENTS



SYMBOL	DOOR SCHEDULE	TOTAL
A	36"X80" HOLLOW CORE IMPERIAL OAK W/REDIFRAME	1
D	36"X80" STEEL/STEEL W/4"X24" VIEW PANEL	2

SYMBOL	WINDOW SCHEDULE	TOTAL
Y	48"X28" HORIZONTAL SLIDE, INSULATED BRONZE/TINTED	2

Training Room

DIAMOND BUILDERS, INC. 440 THOMPSON DRIVE, DOUGLAS, GA. 31535 PHONE: (912)384-7080 FAX: (912)384-5721	BOXX MODULAR	SALESMAN: MIKE DOYLE SIZE: 14X45 OCCUPANCY: BUSINESS	STATE LABEL(S) LA	SNOW LOAD: 20 WIND LOAD: 140 QUOTE#: 18231	DATE: 3/28/2024 9:46 AM DRAWN BY: BM SERIAL#: DBI 11471 REV.1	AUTHORIZED SIGNATURE:

NEW PARKING LOT

BEFORE

AFTER

gainey's

NEW PARKING LOT

NEW WAREHOUSE ORGANIZATION

NEW QUALITY CONTROL OFFICE

NEW QUALITY CONTROL LAB

NEW CONTRACTING BUILDING

NEW CONTRACTING OFFICE

NEW CONTRACTING BUILDING

NEW CONTRACTING BUILDING

PLANT EXPANSION PROGRESSION

PLANT EXPANSION PROGRESSION

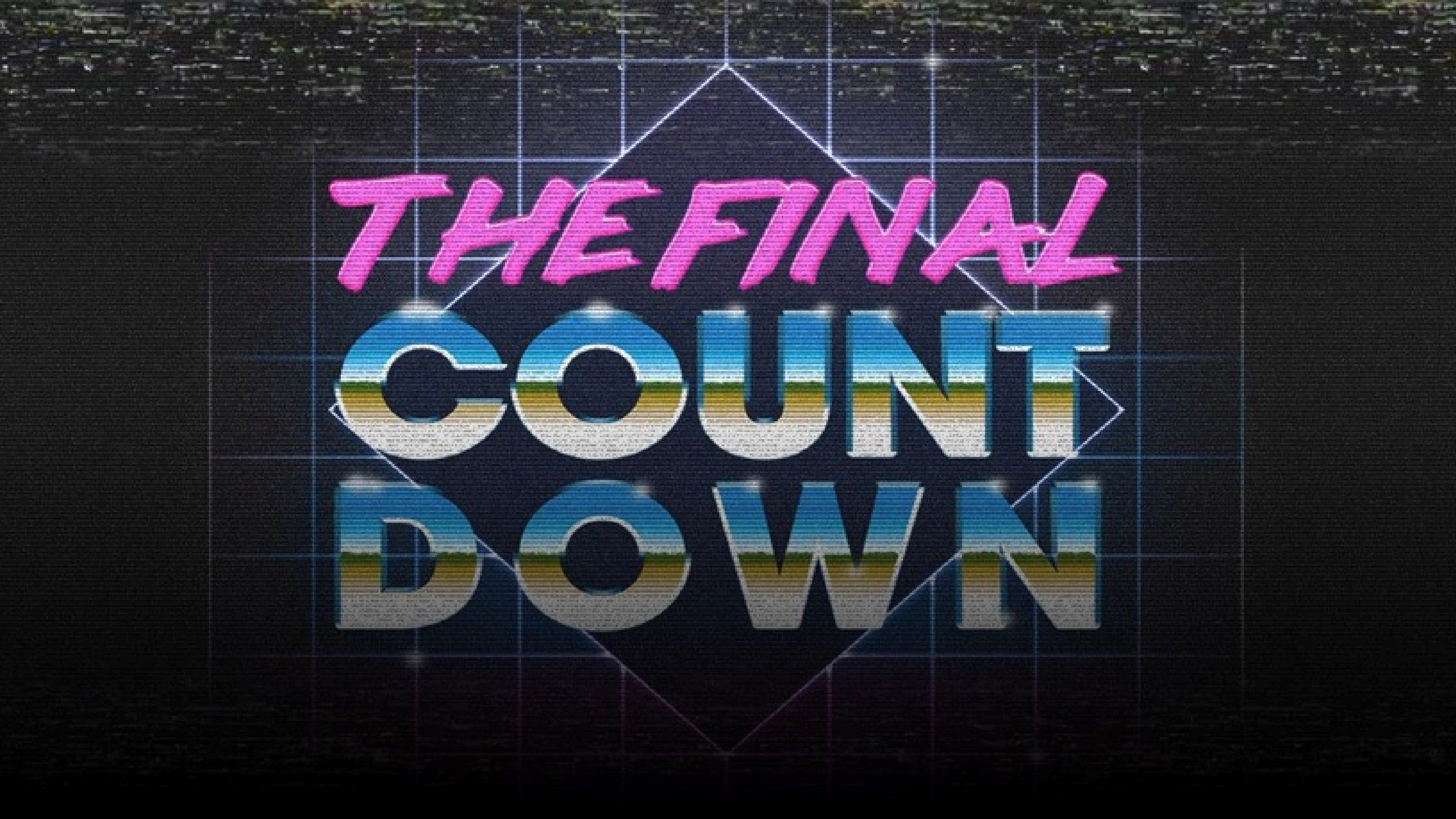
PLANT EXPANSION PROGRESSION

PLANT EXPANSION PROGRESSION

PLANT EXPANSION PROGRESSION

PLANT EXPANSION PROGRESSION

CONTRACTING LAY DOWN AREA


THE FINAL
COUNT
DOWN