Contracted Services to Begin at Eglin Air Force Base

American States Utility Services is Awarded the Special Achievement in GIS Award from ESRI

Construction Continues on New Capital Upgrade and Renewal & Replacement Projects

ASUS Employees Live Out the Company Mission by Serving Those Who Serve®

2017 Small Business Subcontractor of the Year Winners Announced by ASUS Subsidiaries
Welcome to the first installment of ASUS’ *In the Flow* for 2017. In addition to the actions we are taking to further automate our operations, contracts, and accounting business processes, we have thoroughly enjoyed the transition activities of Emerald Coast Utility Services, Inc. (ECUS). We will officially start the contract at Eglin Air Force Base later in June and could not be more pleased with the professionalism, dedication, and hard work ethic exhibited by our new ECUS employees and our government counterparts. We are privileged to add the largest Air Force installation by land mass to our portfolio and to proudly serve the military in this hallmark location.

Concurrent with transition activities, we are on the leading edge in the utility space with regard to our cybersecurity compliance with recent Defense Federal Acquisition Regulations. We are pleased to partner with Sentar and to be poised to meet the aggressive timelines established by the Federal Government.

We are exceptionally pleased with two recent highlights. The first is being informed that we have been awarded ESRI’s *Special Achievement in GIS* award for 2017 for our inventory reconciliation, mapping, and technology interface through our utility business processes, as well as our momentum in computerized maintenance management systems with Cityworks deployment. Tablets at the tip of the spear in the field provide a force multiplier for the Military customer we serve and help ensure that they receive best in class support with ASUS as their ground force.

The second highlight is receiving an outstanding performance audit on our commercial subcontracting activities from our prime client. Our philosophy is that Utilities Privatization provides local jobs to local citizens in the local communities with 90% of available dollars going to small business designated firms.

On behalf of the professional men and women employed by American States Utility Services, Inc., we wish you a safe and enjoyable summer season and look forward to continuing to provide excellent water and wastewater services at our existing and future military installations.

“...we are on the leading edge in the utility space with regard to our cybersecurity compliance...”
Below is a list of upcoming industry conferences and contracting summits that we will be attending. Please take a look at the upcoming dates and let us know if you’ll be in attendance, as well. We hope to see you soon!

American Water Works Association (AWWA) Annual Conference & Exhibition | June 11-14 | Philadelphia, PA

ESRI User Conference | July 10-14 | San Diego, CA

16th Annual Defense Trade Show | August 7 | Fayetteville, NC

American Public Works Association PWX | August 27-30 | Orlando, FL

WEFTEC 2017 | September 30 - October 4 | Chicago, IL

Southeast Region Federal Construction Infrastructure & Environmental Summit | October | Wilmington, NC

AUSA 2017 Annual Meeting & Exposition | October 9-11 | Washington, DC

AWWA Water Quality Technology Conference | November 12-16 | Portland, OR

Society of American Military Engineers (SAME) 2017 Small Business Conference | November 15-17 | Pittsburgh, PA

Always looking to stay informed and contribute to the conversation, American States Utility Services, Inc. is often in attendance at several conventions and conferences throughout the year. A few of those that we’ll be participating in are detailed to the left. Please take a look at the upcoming events list to see where you can find us next.
On July 13, 2016, American States Water Company announced that American States Utility Services, Inc. was awarded a 50-year privatization contract for the water and wastewater utility systems on Eglin Air Force Base in the summer of 2016. Over the past ten months, we have been going through a strategic transition to prepare for ownership of the system. This June, we begin our services at the largest Air Force installation by land mass in the US.

Working Through a 10-Month State of Transition

Immediately following contract award, ASUS mobilized a transition team to Eglin Air Force Base. This team, first and foremost, met with the Contracting Officer, Contracting Officer’s
Representatives, the Civil Engineering team and the utilities teams on the installation. During this time, communication lines between the base and the ASUS team were firmly established, and they have continued to remain open and free-flowing throughout this 10-month period.

Following the initial meetings, the ASUS team quickly began work to put in place all things necessary for successful implementation of the contract. This included a thorough inventory of all water and wastewater assets on the base and a schedule for regular filings and submissions of those inventory findings to the government. We also performed a thorough assessment of the state of the utility infrastructure to propose a multitude of Initial System Deficiency Correction (ISDC) projects to bring the current system into compliance with various federal, state and local regulations. In addition, we worked toward a permanent home of our own on the base - establishing a temporary service center and all associated utilities and necessary equipment. Our permanent service center will be housed in the same location, and we hope to break ground by the end of this year. We also placed an initial order for vehicles, heavy equipment, inventory items, safety equipment and uniforms, and more.

That is not to forget the significant amount of time spent on hiring the right men and women to carry out the duties of the contract. Roles were filled by the best and brightest - to include a few former members of the utilities section on the base, who brought with them decades of experience and installation knowledge. The past several months, we have spent ample time training our team so that they are able to effectively and safely carry out their assigned duties to serve our new base most efficiently.

We Are Most Looking Forward to Continue Serving The Men and Women of the US Armed Forces

In the coming weeks, our contract will officially begin and the subsidiary of Emerald Coast Utility Services, Inc. will be established. We are fully prepared for this next chapter in our organization and are excited about this opportunity. We are grateful for the work completed by the men and women serving at Eglin Air Force Base, and we look forward to continue to bring them quality utility service without interruption to their mission. We are always honored to continue Serving Those Who Serve.

The initial team at Eglin Air Force Base is pictured below at their temporary service center. The team now includes over twenty full-time employees and is continuing to grow.
Innovation

ASUS Has Been Awarded the Special Achievement in GIS Award from ESRI

American States Utility Services, Inc. will be recognized at the 2017 ESRI User Conference on July 10-14, in San Diego, CA, for a Special Achievement in GIS (SAG) Award.

Our organization stood out from more than 100,000 others around the world for our outstanding work with GIS technology. This is the result of relentless effort from our GIS, IT, and Operations Support teams to implement the CityWorks software at each of our subsidiary locations.

CityWorks has provided our Operations and Maintenance teams with a digital work order platform. It allows us to reliably track and analyze our water and wastewater infrastructure assets. The program capitalizes on our GIS databases to track asset attributes like type, size, condition, and more, as well as the operations and maintenance history of each item. This allows our teams to more effectively manage their routine operations activities, as well as to quickly highlight and address known problem areas through our Capital Upgrade and Renewal & Replacement programs.

The recognition we are receiving from ESRI has stemmed from the ability of multiple teams from across our organization to effectively work together to implement this software in an incredibly short time period. Through their dedication and teamwork, we have simplified internal processes, generated rich data streams, and modernized the way that we do business. We are incredibly proud of this award and the employees who have worked so diligently to make it possible.

You can learn more about this award, as well as the ceremony at the upcoming ESRI User Conference online. If you’d like to meet up with our team at the conference, let us know that you’ll be in attendance. We are always looking for networking opportunities, as well as the chance to share best practices, lessons learned and other innovative insights.

Utility Construction

Construction Continues on the Basic Training Complex IV, Phase 1, Project at PSUS

Palmetto State Utility Services, Inc., received a $3.4M award in May of 2016, for demolition of existing water and wastewater utility infrastructure and construction of new water and sewer utilities to support the Basic Training Complex IV on Fort Jackson. PSUS immediately began the abandonment of 29,000 linear feet of existing water and sewer main and services on the nearly 45-acre site, finishing several months ahead of the projected demolition schedule. In August, PSUS began installing 7,000 linear feet of water mains and 7,000 linear feet of sewer mains and services that are required to support the six-barrack, 1,300-troop site. To date, PSUS has worked through two delays mandated by the Army Corps of Engineers due to the discovery of unexploded ordinances, as well as the addition of nearly $500,000 in government-funded project scope changes. Even so, PSUS is still on track to complete the project on time and within budget.

Crews work to install new 12” and 8” water mains and new 8” wastewater mains at Fort Jackson.
Company Updates

ASUS Launches Company Introduction Video and Updated Website

The work of American States Utility Services, Inc. extends far beyond the tap - from community activism to infrastructure construction, we are deeply committed to assisting our country’s armed forces in every way we can.

We would love to have you take some time to learn a bit more about the full scope of our operations. That is why we have recently launched an introductory video about who we are and what we do. You can find the video in its entirety on our newly updated website.

In addition to the video, you’ll find a fully redesigned website with information on the bases we serve, our small business and subcontracting opportunities, what it’s like to work for us, and how you can get in touch with us.

We hope that you enjoy the updated experience of www.asusinc.com and that you’ll check back for news, announcements, and events regularly!

Utility Construction

TUS Works to Complete a Secondary Water Supply Connection to the WSSC Water System

Terrapin Utility Services, Inc. (TUS) at Joint Base Andrews is continuing work on a project to complete a secondary water supply connection to the Washington Suburban Sanitary Commission’s (WSSC) water system on the east side of the base. This connection will provide a redundant water supply connection in the event that one of the primary water supply connections for the base is out of service. It includes the installation of approximately 500’ of 16” water main and the construction of a new meter vault and backflow preventor building.

Due to the magnitude of the project, it has required a significant amount of planning and coordination between the local subsidiary team, the ASUS Engineering Design Center, and WSSC. The TUS team has been assisted throughout the project by their 2017 Small Business Subcontractor of the Year, Mid-Atlantic Utilities, Inc.
Employees Continue to Live the ASUS Mission by Serving Those Who Serve®

At American States Utility Services, Inc., we believe in being deeply involved in the communities we serve. Through various outreach events at each of our subsidiary locations, we strive to continually make a positive impact in fun and engaging ways. The next few pages will highlight the efforts of Fort Bliss Water Services Company, and specifically Josie Mathew, Subsidiary Support Analyst. However, each of our subsidiaries continues to be an active community partner.

Old North Utility Services, Inc., has weighed and measured fish for the Armed Services YMCA Fishing Derby, passed out water and cheered runners through the All-American Marathon, and participated in hiring fairs for military spouses.

Old Dominion Utility Services, Inc. participated in the annual BBC Earth Day event on Fort Eustis, providing hot dogs, chips and water for the event.

All of our locations sponsored and volunteered for Wreaths Across America, placing wreaths at the graves of fallen service men and women for the winter holidays.

Community is at the heart of our service, and we are always looking for more partnerships and opportunities to make a contribution. For more information, visit us online.

Josie Mathew of Fort Bliss Water Services Company has been announced as the winner of the 2017 Serving Those Who Serve® Award! This recognition is one of the top ASUS awards for employees and recognizes the person making the greatest impact on the men and women currently serving in the US military and their families and surrounding communities.

Josie did an outstanding job this past year in her service to the military community at Fort Bliss. Some of her efforts include organizing FBWS participation in eight (8) successful Community Outreach events that directly benefited active duty personnel and their families, veterans, families of fallen soldiers, military personnel overseas, and the Fort Bliss community at large. These activities included the AAFES Car Show, BOSS Bash, 11th Annual Veterans’ Conference, Educator Resource Fair, Walk 4 Recycle, USAF Care Packages, Wreaths Across America, & the SOS Luncheon.

We are proud to have Josie on our team and would like to congratulate her again on this achievement. She truly embodies the ASUS mission of Serving Those Who Serve®.
FBWSC Hosts Numerous Events to Support the Fort Bliss Military Community

Commitment to service is deeply ingrained in the American States Utility Services, Inc. family. This year, Fort Bliss Water Services Company has gone above and beyond to get involved in the communities of Fort Bliss and El Paso, Texas.

A Small Token of Our Appreciation
Josie Mathew, Subsidiary Support Analyst, has three children currently serving in the US Air Force. As a result, she knows the impact that a commitment to serve can have on a family and their community. She and countless other ASUS employees who serve, have served, or who have close family members that have answered the call to serve, all understand the positive impact that we can have by being engaged in our military-centric communities. That is why Josie, as a leader of the ASUS Community Outreach Committee, has organized and sponsored numerous events at her installation. Through her efforts and the assistance of her peers, FBWSC has sent care pages to one of the Fort Bliss-based units deployed to Afghanistan, volunteered at the Run for the Fallen 5k to provide hydration for runners and their four-legged friends, assisted with Easter Bunny photos at the Easteravaganza event hosted by the Fort Bliss MWR, handed out goodies at the Purple Up! event honoring the Month of the Military Child, spoken to children about the water and wastewater utility industry at a local career day, sponsored an Armed Services YMCA golf tournament that allowed junior enlisted men, women, and their families the opportunity to play golf without financial burden, and even got a little muddy volunteering at the Soldier MUD Challenge on base. All of these and more were completed in 2017 alone!

Each of these events is thought by the FBWSC and ASUS teams to be just a small token of our appreciation for the women and men who have served and are currently serving in the US armed forces.
Small Business

ASUS Hosts Spring Subcontractor Training Session at Each Subsidiary

Each year, American States Utility Services, Inc., hosts subcontractor training sessions at each subsidiary location. These sessions are meant to be an opportunity for our small business partners to network, ask questions, give feedback, and get information on upcoming projects and bidding opportunities.

We realize that our relationship with our subcontractors and vendors is vital to successfully fulfilling our mission of Serving Those Who Serve.® It is because of the importance of these partnerships that we come together as a team twice a year for this opportunity.

Some of the topics that we cover include the qualification and re-qualification process, the subcontractor’s application for payment, any new or changing requirements (i.e. requests for proposals, certified payroll and cybersecurity compliance), and upcoming projects for the year.

Visit our online for more information and to save the date for the next training session near you.

Small Business

TUS Awards Mid-Atlantic Utilities, Inc. as Their 2017 Small Business Subcontractor of the Year

Mid-Atlantic, Utilities, Inc. approaches all projects with the same focus on customer service to promote a great working relationship and team environment. Lines of communication with our subsidiary, Terrapin Utility Services, Inc., are established immediately upon project award through their project management team and field personnel. They then use these lines to discuss and work through all identified constructibility issues well in advance of construction issues to avoid unnecessary job site delays. Their workmanship is nothing short of professional, and their teams provide a great reflection on all involved in the projects. We are honored to recognize their organization.

Small Business

American States Utility Services, Inc. receives Outstanding score on 2017 Small Business Audit


As a result of this review, ASUS was awarded an Outstanding rating. We have shown a commitment to our Small Business Subcontracting Program and have met our goals for small and small-disadvantaged businesses.

Throughout the five-year trends that were evaluated, ASUS not only exceeded all small business goals, but also increased internal utilization goals from 88% to 92%.

We strive to continually enhance our small business and subcontracting plans to the benefit of our military installations and the surrounding communities.
Small Business

ASUS Continues to Commit to Small Businesses at Each Subsidiary

American States Utility Services, Inc. is committed to expanding opportunities to all small businesses, especially those in the communities at the locations we serve. Our culture is based on the same qualities that guide small businesses: a strong work ethic, integrity, and mission support. We put an emphasis on creating opportunities for a variety of business that may not have the advantages of larger corporations. It is the intention of ASUS to continually pursue subcontracting opportunities with Small Businesses, Small Disadvantaged Businesses, Women-Owned Businesses, Small Business concerns located in Historically Underutilized Business Zones, Veteran-Owned Small Businesses and Service-Disabled Veteran-Owned Small Businesses through our Supplier Diversity Initiative.

Each year, we strive to achieve or exceed our contractual and corporate goals of expenditures made with small businesses. It is our belief that doing so builds awareness, both within and outside of our organization, of the contributions that successful small businesses can make to the vitality of our economy. Success in this initiative requires the involvement and support of every employee in seeking out and providing procurement opportunities to small business concerns.

The graph below illustrates how we’re doing on this initiative so far in 2017 (through April). For more information on this topic, be sure to visit us online.

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Toano Contractors, Inc., has completed a number of projects on-time and under budget for our Subsidiary, Old Dominion Utility Services, Inc. The Toano team utilizes the newest technology available to promote both safety and efficiency. Safety is always their top priority - for their staff and for the quality of water that will serve so many.

Some of the new technologies that Toano has employed include directional drilling, equipment that ensures survey-quality site work and grading, and management tools focused on continuing staff training.

ODUS is very fortunate to work with the superior underground utility subcontractors that they do, and Toano is one of them. Their team is reliable, professional, and performs with the utmost integrity. They are responsive, meet all government flow-down requirements, maintain an impeccable safety standard, and uphold a gold-standard in their quality of work.

We are honored to recognize Toano Contractors, Inc., as the ODUS 2017 Small Business Subcontractor of the Year!

Small Business

Toano Contractors, Inc., is ODUS’ 2017 Small Business Subcontractor of the Year
American States Utility Services
Princess Anne Street, Fredericksburg, VA 22401

Mr. James ‘Jim’ Cotton, III - Senior Vice President and Procurement Officer, ASUS
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Jim Cotton is the Senior Vice President and Procurement Officer of American States Utility Services, Inc. and its wholly-owned subsidiaries. He is responsible for all aspects of development, management, and control of the Company’s strategic non-regulated growth initiatives and projects.

Mr. Granville ‘Rusty’ Hodges, Jr - Vice President of Operations, ASUS
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Rusty Hodges is the Vice President of Operations of American States Utility Services, Inc. and its subsidiaries. He is responsible for the operations of the Company and works collaboratively across all business units to define and implement clear and consistent processes and management methods to meet all contractual obligations and commitments of the organization.

Mr. James ‘Jim’ Gallagher - Vice President of Management Services, ASUS
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Jim Gallagher is the Vice President of Management Services of American States Utility Services, Inc. and its subsidiaries. In this capacity, Jim oversees the accounting, finance, billing and corporate administrative activities of the Company.

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