ASUS is a proud utility provider for the United States military, supporting installations across the nation with efficient water and wastewater management. With our team’s deeply-rooted military background, we have an intimate understanding of what it takes to make an installation thrive, and we take pride in delivering unparalleled care in this regard. From community outreach initiatives to infrastructure operations, maintenance, and construction programs, we actively foster the health and growth of each and every base we serve. Our mission is our promise, as we are always Serving Those Who Serve.®
A message from our Senior Vice President and Procurement Officer

Welcome to our winter 2017 installment of In the Flow!

We are pleased to provide you our latest community outreach initiatives at a number of our subsidiaries and to demonstrate tangible benefits we have provided on behalf of our Military Service customers. Too often, the benefits of the Utilities Privatization program are eclipsed by other important DoD initiatives, but our bottom-line remains to provide fence-to-fence energy resilience within existing installation budgets while enhancing their mission through our commitment to providing safe, efficient, innovative and reliable water and wastewater solutions.

Partnership through teamwork and clear communication matters.

This past September, we received notice that we had won the UP contract for the water distribution, wastewater collection and treatment facilities at Fort Riley, KS. Our joint inventory and transition activities at Fort Riley Utility Services, Inc. are well underway with contract start planned for summer 2018. The professionalism, dedication, and hard work ethic exhibited by our employees and our Government counterparts at Fort Riley has been exemplary. We are pleased to have added this enduring Army installation to our portfolio.

We remain hopeful that progress made on stranded assets at our installations will continue to completion through next year. In order to fulfill the original spirit and intent of the UP program as outlined by Congress and to ensure regulatory consistency across installation footprints, it is imperative that all assets connected by permit are owned, operated and maintained by the prescribed system owner.

ASUS has been deeply involved with UP from its inception and one thing remains clear:

THE PERFORMANCE AND SECURITY OF WATER AND SEWER UNDERGROUND UTILITIES IS VITAL TO THE QUALITY OF LIFE FOR THE MILITARY SO THAT THE FOCUS CAN REMAIN ON WARFIGHTER LETHALITY AT THE SPEED OF RELEVANCE.

The failure of those systems becomes a matter of the highest priority, often too late to mitigate mission impact. Reliability and security, along with alternate and redundant sources of supply, are vitally important with respect to water—especially since, it is the only utility directly consumed by humans. To this end, we remain committed to proudly implementing and operating smart infrastructure systems that create efficiencies. We believe that every time we use the ASUS name, we create a promise; a promise to our customers, those we serve, each other, and our country. As additional extensions of our commitment, we are pleased to announce our partnerships with Team Rubicon, Luke’s Wings, Operation Homefront, and Homes for our Troops.

ASUS has a standing commitment to the small business communities around locations we serve. Over the last five years, we have far exceeded the overall 40% small business utilization objective in our contracts. Thus far, in 2017, our utilization of all small business categories is a combined 85% across ASUS operations with all our subsidiaries surpassing their established commercial subcontracting plan goals. This year, 18 of the top 20 contractors utilized by ASUS and its subsidiaries have been small business designated firms. When one combines the statistical performance with the fact that an average of $50 million is spent annually with these various firms, it underscores an economic reality of job creation within and around the Military communities served.

In closing, I want to take this time to remember that many Americans in the Military Services remain deployed across the globe defending freedom. I would like to express our extreme appreciation and gratitude for their efforts and those of their families that remain home. We also know that our continued success is intertwined with the public servants that we support and we appreciate the professional attitude that each of you brings daily to your jobs. Together we provide an important service to serving those that serve our Armed Forces.

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

With warmest regards this holiday season,

Jim Cotton
Senior Vice President and Procurement Officer
ASUS announces 50-year privatization contract award for Fort Riley, Kansas

The 50-year contract is initially valued at approximately $601 million and is subject to annual economic price adjustment

In October of this year, ASUS was awarded a 50-year contract by the US government to operate, maintain, and provide construction management services for the water distribution, wastewater collection, and treatment facilities at Fort Riley, a United States Army installation located in Kansas. The initial value of the contract is estimated at approximately $601 million dollars over the contract period and is subject to annual economic price adjustment.

Established in 1853, and located on the Kansas River, Fort Riley is home to the First Infantry Division, the famed “Big Red One,” as well as other units. The installation spans over 100,000 acres between Junction City and Manhattan, Kansas. ASUS will own and oversee a variety of utility assets there, including 1 million feet of water piping and over 750,000 feet of wastewater piping, 11 storage tanks with nearly 6 million gallons of storage capacity, 43 wastewater lift stations, 11 wells, 5 booster pumping stations, one water treatment plant, and one wastewater treatment plant. With the addition of Fort Riley, ASUS will be providing water and wastewater utility services at eleven military bases located within eight states.

Fort Riley spans over 100,000 acres between Junction City and Manhattan, Kansas, and is home to a daytime population of 25,000

HOME OF THE “BIG RED ONE”

Fort Riley is home to the famed 1st Infantry Division, the “Big Red One.” The Division’s history dates back to 1917, but it was the “Fighting First” leading the way for American troops in World War I that began its storied legacy. The Division was the first called to fight in Vietnam, as well as the first in Saudi Arabia in support of Operations Desert Shield and Desert Storm. In the mid-1990s, the 1st Infantry Division moved to Wurzburg, Germany, but cased its colors in July 2006. The Division Headquarters and Headquarters battalion did not uncase its colors until March 2013 at Fort Riley. For more details on the storied history of this Division, view the Fort Riley website here.
American States Utility Services, Inc. was named a Great Place to Work for the third consecutive year by its employees. 92% of ASUS employees surveyed felt that the company was a great place to work. There was a significant amount of pride related to our mission of Serving Those Who Serve. Specifically, many of our employees not only look forward to coming to work each day to further this mission, but they find that doing so has special meaning - that this isn't “just a job.” In addition, 96% of employees surveyed feel good about the ways in which we contribute to the communities that we serve. As is highlighted in the coming pages of this newsletter, we place a company-wide emphasis on community outreach initiatives, and feel consistently inspired to give back to our respective military communities.

Finally, our employees feel a sense of camaraderie with their peers, and find that ASUS makes a commitment to be sensitive to and support the personal needs of our employees and promotes a healthy work-life balance.

To read the review in its entirety, visit the article online.

**Spotlight: Promotions & New Employees**

We are always excited to add new faces to the ASUS team! Below are a few of our most recent promotions and additions to the family.

**Assistant Utility Manager**  
Franklin Jones  
Fort Jackson, SC

Franklin has been with the ASUS family since mid-2014, when he started as a Utility Technician. His work ethic and dedication has afforded him the opportunity to quickly move up within the organization, and we are excited to see him continuing to grow his career at ASUS.

**Utility Manager**  
Jo Anna Brown  
Fort Riley, KS

Jo Anna has joined the ASUS team as the Utility Manager for our newest subsidiary at Fort Riley. With over two decades of experience in the water utility industry and her Class IV wastewater licenses in Kansas and Arkansas, we are glad to have Jo Anna bring her expertise to the team.

**Master Planner**  
Michael Melso  
Fort Bragg, NC

Michael has been working in or with the federal government for over 30 years. He is a retired officer with the United States Marine Corps and holds a Master’s Degree in Military Science - Organizational Leadership. We look forward to applying his leadership skills to this position with our team.

We’re hiring! Come join our growing team.

With the addition of new 50-year contracts to our organization, we are seeing a spike in the number of positions available.

In the coming weeks and months, we will see an increase in the number of open positions available in nearly every location of our organization. Newly awarded contracts mean that additional talent is required to ensure that we exceed expectations and hit the ground running.

We are committed to providing the best possible service to our military installations and the families that they support. As an employee, you can expect the same level of care and commitment that we bring to the customers we serve. Not only do we provide comprehensive benefits packages and competitive pay rates, but we also provide continuing education opportunities and so much more. To see a list of available positions and join our team, visit our website.
This project currently under construction at Fort Bliss, TX, includes the replacement of approximately 3,500 linear feet of sewer lines along Cassidy Road due to the end of the infrastructure’s useful life. The project will install new 12-inch and 18-inch gravity sewer line with tie-in connections and 48-inch diameter manholes.

The project also includes the installation of a new lift station with a ductile iron force main that will pump sewage east and discharge into an existing 36-inch gravity sewer main. Approximately 3,200 linear feet of the existing sewer lines will be abandoned in place, and existing manholes along the line will be filled and abandoned with top sections removed.

Our subsidiary at Fort Bragg, NC, recently completed a project to install drying beds for their vactor trucks, as local dumping areas outside of the installation had stopped taking this wastewater. The drying beds allow the trucks to offload material in a contained area to dewater the sludge via filtration and evaporation. The beds are needed for the separation of solids and liquids to allow proper disposal of the associated waste. They are energy-efficient and fairly simple to operate and maintain.

This project was completed entirely by our in-house construction team at Old North Utility Services, Inc.

The Oily Water Treatment Plant Replacement project is currently underway at Fort Eustis, VA. The plant was originally constructed in 1998 and has been used to treat bilge water from the ships that are in port at Fort Eustis. The scope of the project includes the replacement of the entire oily water treatment process and the existing 30,000 gallon equalization and storage tank due to the deteriorating condition of both the plant and tank. Pictured above is the empty building after demolition completion. The next step will be the installation of all required new equipment.
Giving back to the communities we serve during the holiday season

The end of the year and the holiday season always presents our organization with a special opportunity to give back to the communities that we serve. This year, we’re making another outstanding effort at each ASUS location to continue Serving Those Who Serve.

Our Subsidiary at Fort Bliss hosted a Thanksgiving food drive for the Armed Services YMCA. In addition, ASUS hosted a holiday luncheon in conjunction with Survivor Outreach Services that was filled with food, games, and a visit from Santa Claus!

At Eglin Air Force Base, our team “adopted” children from three different families and donated toys and gifts to them. They also received an Honorable Mention prize in the annual Holiday Greeting Card contest on base, earning $100 to be donated to charity.

Finally, some of our employees at Old Dominion Utility Services, Inc. in Virginia, served a Thanksgiving meal in the dining facility on base to single soldiers who were unable to travel for the holiday.

Times such as these make us incredibly grateful for the families that we have, both at work and at home. When we have the ability to give to those in need, we should truly seize that opportunity. This is a time when we like to reflect on the past year and look forward to the good we can continue to do in the next. As has often been said, your greatness is not in what you have, but what you give.

We have committed ourselves to community service in the coming months and years

Through monetary donations, sponsorships, and volunteerism, ASUS has provided and will continue to provide support to a variety of military-related organizations and programs that support installation readiness. Some of those that we frequently work with are the Fisher House, USO, Armed Services YMCA, and Luke’s Wings.

WE’LL ALSO INCREASE OUR VETERAN HIRING INITIATIVES

At ASUS, we firmly believe in hiring the best and brightest talent available. As a contractor with the federal government working solely on military installations, we understand that this frequently involves the hiring of former service members. As such, we are working in the coming year to ease the transition for veterans from uniformed service to the civilian sector. For example, we are working with Fort Bliss to establish a utility training program targeted to military personnel to provide training in water and wastewater operations. Look for more details in coming editions of In the Flow.
The ASUS, Inc. Scholarship Program was established to assist dependents of US military members or honorably discharged US veterans at ASUS-served locations. Up to five awards of $2,500 are available to students each year, and awards are renewable for up to three additional years. The program is for undergraduate study only, and full eligibility details are outlined below. The program is administered by Scholarship Management Services, a division of Scholarship America. Awards are granted without regard to race, color, creed, religion, sexual orientation, gender, disability, or national origin.

www.scholarsapply.org/asus

Deadline: All documents must be mailed and postmarked by March 15, 2018. All applications must be submitted by 11:59pm CST on March 15, 2018.

Ashley Oistad, Program Manager
asus@scholarshipamerica.org
507.931.1682

SCHOLARSHIP ELIGIBILITY REQUIREMENTS AND AWARD DETAILS

Applicants must be (1) dependent children of active, full-time military members who work 32 hours or more per week and have at least one year of service by the application deadline date, or honorably discharged US military veterans at ASUS-served locations; and (2) high school seniors who have been accepted into a full-time undergraduate course of study in environmental engineering, biology, chemistry, medical sciences, mathematical sciences, business management or acquisition and contract management at an accredited two- or four-year college or a vocational-technical school.

Awards may be renewed for up to three additional years or until a bachelor’s degree is earned, whichever occurs first. Renewal is contingent upon satisfactory academic performance in a full-time course of study, continued military employment of the student’s parent, and continuation of the program by ASUS, Inc.

Program Details

www.scholarsapply.org/asus

Deadline: All documents must be mailed and postmarked by March 15, 2018. All applications must be submitted by 11:59pm CST on March 15, 2018.

Ashley Oistad, Program Manager
asus@scholarshipamerica.org
507.931.1682
Mr. James 'Jim' Cotton, III - Senior Vice President and Procurement Officer, ASUS
904 Princess Anne St., Ste. 204, Fredericksburg, VA 22401-5801 | 540.710.9203 | jim.cotton@asusinc.com

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
630 E Foothill Blvd., San Dimas, CA 91773 | 909.305.2400 | rusty@asusinc.com

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. Timothy 'Adam' Loughman - Assistant Utility Manager, Old North Utility Services, Inc.
2941 Logistics St., Bldg N-6307, Fort Bragg, NC 28310 | 910.495.1311 | timothy.loughman@onus.asusinc.com

Mr. Gil Mesa - Utility Manager, Fort Bliss Water Services Company
516A Pleasonton, Fort Bliss, TX 79906-3801 | 915.564.1332 | gilbert.mesa@ftbliss.asusinc.com

Ms. Amanda Owens - Operations Support Manager (DN&S), ASUS
1300 Two Rivers Rd., San Antonio, TX 78291 | 210.831.4414 | amanda.owens@asusinc.com

Mr. Franklin Jones - Assistant Utility Manager, Palmetto State Utility Services, Inc.
F1000 Ivey Rd., Fort Jackson, SC 29207 | 803.790.7288 | franklin.jones@psus.asusinc.com

Mr. Zbigniew ‘Zig’ Resiak - Utility Manager, Emerald Coast Utility Services, Inc.
608 Range Road, Eglint AFB, FL 32542 | 850.389.8773 | zbigniew.resiak@ecus.asusinc.com

Ms. Joanna Brown - Utility Manager, Fort Riley Utility Services, Inc.
8152 1st Division Road, Fort Riley, KS 66405 | 785.366.6779 | joanna.brown@frus.asusinc.com

Mr. Mr. Adam Villas - Director of Capital Construction, ASUS
903 Armistead St., Fort Bragg, NC 28307 | 910.495.1311 | adam.villas@asusinc.com

Mr. Gabe Willis - Director of Strategic Business Development, ASUS
1690 SH Village Ln., Bldg 100, Ste 121, Kennesaw, GA 30152 | 770.528.3881 | gabe.willis@asusinc.com

Contact Us:
904 Princess Anne St.
Suite 204
Fredericksburg, VA 22401
540.710.9203
contactus@asusinc.com
www.asusinc.com