

TAP INTO UMS



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ELEVATE 2020

TO LAS VEGAS – AND BEYOND!



For the Christmas party, we convened in the land of luxury, Las Vegas, to take time to reflect and celebrate. It's hard to believe that in 10 short years UMS has grown from a regional installer doing subcontract work to a major force leading the utility industry. With nearly 200% growth in revenue this year and over 200 employees, we are poised to capture more market share in 2020!

After a challenging 2018, we experienced unprecedented growth in 2019, widening our scope to include multiple projects with over 100,000 endpoints, investing in the burgeoning Professional Services division, expanding Field Services, effectively launching the netAMP program, and setting ourselves up for a successful future by purchasing new office space.

By responding to the trends in the utility market, we have been able to anticipate our client's needs for advanced technology options and greater integration of services, in order to provide better care and more convenience for their customers.

At the meeting on Friday morning, Vice President Joey Mitchell cast a picture of where we've come from, and where we're headed.

"It's all because of *you*," he said. "When a utility decides to work with us, they're not buying the piece of equipment, they're buying *us* – the care, service, and expertise we bring." Looking ahead, he said, we are going to continue building our core business, Field Services (Installation Only and End-to-End), while expanding our emerging offerings, Consulting and Maintenance services. (*cont'd. on pg. 5*)





WINTER WELLNESS

HOW TO DESTRESS AND REFOCUS AFTER THE HOLIDAYS

If the end of the holiday season has you hitting the snooze button one too many times, NOW is the time to take care of yourself!

Do the holidays leave you feeling exhausted and overwhelmed? Are you coming down with a cold or the flu? Or perhaps the rich holiday foods caused weight gain or a general sluggish feeling? It may be your body's way of saying it's time to refocus on YOU.

Often the holidays are about everyone else: their gifts, their parties, their wellbeing. Actually, you can take care of everyone else even better if you first take care of yourself! So, if January 1st rolls around and you feel less than ready to embark on a fresh new year, then you (and your loved ones) might benefit from some self-care.

– Nature's Self-Care –

The last few months of winter are an ideal time to treat yourself well, cleanse your system, and re-energize your body. Plants and animals intuitively know that they need to rest during winter to be ready for the renewal and rebirth of spring. While our thinking minds are a great asset, they can also get in the way of our body's natural need for rest.

Our thinking minds push us to do more, accomplish more, when our bodies want us to rest and renew. So, take a cue from nature! Why not mark your calendar for a relaxing long weekend of hibernation? Take the time to get some much-needed sleep, nourish your adrenals and restore your body's balance.

If January 1st rolls around and you feel less than ready to embark on a fresh new year, then you (and your loved ones) might benefit from some self-care.

A long weekend can go a long way to restoring wellbeing, but it's actually the small, daily acts of self-care that will keep you feeling your best in all seasons.

Create your own personal rituals of self-care to renew and restore every day. Here are some ideas that you can begin to incorporate into your routine:

- + Get to bed early – ideally around 10:00pm
- + Spend the hour before bed winding down with quiet activities like reading or a warm bath
- + Put beautiful, relaxing music on at night
- + Do yoga or t'ai chi
- + Drink a cup of calming tea before bed. Tulsi Tea, chamomile, or sleepy time tea blends found in a health store are widely available.
- + Meditate in the morning and/or night time
- + Use essential oils, such as lavender, for relaxation
- + Turn off electric lamps right after the dinner dishes are done and light candles for a soft glow

- + Practice deep breathing to slow your heart rate and reduce anxiety
- + Cross items off your "to-do" list so that your mind can focus on other things
- + Take 15 minutes at lunch to go outside and get some sun, even on overcast winter days.

One size does not fit all, so try a few of these suggestions and find what works best for you, so you can enjoy the holiday season in a healthy, sustainable way.

UNIQUE, MEANINGFUL, SIGNIFICANT

"I'm not a hero, I just acted the way my parents raised me to," says Josh Garrett, our project manager in Robeson, NC. He and his wife Tameka were rolling down the road when they noticed the car in front of them starting to swerve.

Marilyn Landesman's car suddenly took a plunge into a ditch on the side of the road, upside-down, in standing water. Without a chance to think, Josh jumped in the water and pulled Marilyn out of the submerged car and onto the bank.

Tameka, a CNA for 10 years, coached Josh on how to revive her while they waited for the paramedics, who credit them with saving the motorist's life.

"I've met a lot of real heroes in my life," Justin Kelley, our Senior Construction Manager and a veteran, said, "And Josh and Tameka are true heroes."

"We were put on this earth to help each other," said Josh. "I believe everyone has at least one opportunity to follow the path of what they're supposed to do."



EMPLOYEE SHOUT-OUT



ONCE AGAIN, OUR TEAM GOES ABOVE AND BEYOND!

A Newnan, GA customer experienced exceptional service from one of our team members, Johnathan Prokop (JP). They even took the time to write a letter to the utility! **See their praise below:**

Newnan Utilities and Utility Metering Systems,

Saturday, 23 November, our new Advanced Meter installation sprang a big leak.

So much water came out that it lifted up our irrigation system's cover and floated it away (see attached photo)

I called Newnan Utilities' phone number, 770-683-5516 to report the problem.

Even though it was a weekend, UMS' Jonathan Prokop arrived to to fix it within an hour.

Despite the difficulties of having to work in a heavy rainstorm, JP quickly found the problem and fixed the leak.

He placed orange traffic cones around the holes he had to dig as a temporary safety measure.

Within a few days, he had the holes filled and the cones removed.

JP - thanks for taking care of our leak so quickly, despite the miserable weather conditions...we really appreciate it!

*David & Kathye Schattner
122 Newnan Lakes Blvd
Newnan, GA 30263*



CAJUN FLAVORS

BREAD PUDDING WITH RUM SAUCE

BREAD PUDDING:

Ingredients:

- 1 loaf French bread, torn into chunks
- 1 qt. milk
- 2 c. sugar
- 2 tbsp. vanilla
- 3 eggs
- 1 c. peeled apples, diced
- 1/2 c. raisins
- 3 tbsp. butter, melted

Directions:

- Soak bread in milk for about 30 minutes.
- Mix sugar, vanilla, eggs and apples.
- Combine with bread chunks.
- Spread melted butter on bottom of 13 x 9 x 2 inch pan.
- Add bread mixture.
- Bake at 350 degrees about 30 to 35 minutes, until bubbly and hot.

RUM SAUCE:

Ingredients:

- 1/2 c. butter
- 1 c. sugar
- 1 tsp. vanilla
- 1 egg
- Rum to taste, about 3 tbsp.

Directions:

- Cream butter and sugar. Add vanilla.
- Slowly stir in 1 egg, then add the rum.
- Heat and stir over low heat about 5 minutes.
- Serve warm over individual pudding servings.

Yield: 8 to 10 servings.

A SPLASH OF FUN!

WE ASKED SOME TEAM LEADERS THIS TRICKY QUESTION...

*"If someone offered you a million dollars to not bathe or brush your teeth for a **whole year** – would you do it?"*

Barry Melvin, Director of Professional Services

The short answer is "Yes," I would do that! As a Marine Officer who has spent months in the deserts of California, the concept is kind of nostalgic!



Jeremy Smith, National Construction Manager

No way! I could jump in a river and rinse off but I couldn't go a year without brushing my teeth.



Anthony Hume, Program Analyst, IT department

I wouldn't take it. I'd definitely break before I made it a whole year without a shower, so I don't think I could get the money if I tried!



Upcoming Holidays & Events!

- 1/1/20 – New Year's Day*
- 1/20/19 – Martin Luther King Day

Birthdays!

- 1/5 – Kaleb Ingram
- 1/11 – Danicia Shaffer
- 1/14 – Jason Parker
- 1/20 – Jonathan Prokop
- 1/21 – Jeremy Gilcrease
- 1/25 – Ashely Barado

Work Anniversaries!

Shawn Kietzman – one year
Jason Taylor – three years
Glenn Frazer – seven years



UMS EMPLOYEE NEWSLETTER

(Continued from pg. 1)



For one of our breakout activities, we partnered with a local charity called Peggy's Attic that provides toys and supplies to children in the local foster care system. We put together over 50 bags and boxes so that kids in transition will know that someone cares for them.

See more info by searching "Peggy's Attic Las Vegas" on Facebook!



netAMP, our game-changing Utility-as-a-Service offering, has hit the ground running in small accounts in Louisiana and North Carolina, such as Norwood, Gonzales, and Walker.

Currently, we are getting ready to embark on our largest netAMP project yet: Akron, Ohio, with over 85,000 endpoints!



To our whole team: Thank you for making 2019 our best year yet.

Let's forge ahead and elevate 2020 beyond our biggest dreams!

