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Kent Burget, CHST

Burget is the President of Safety Management Group. He received his Bachelor of Science degree in Personnel and Industrial Relations from Auburn University of Alabama in 1985. Burget returned to Auburn University (1987 - 1989) to continue his education in Construction Technology while gaining practical experience in the field.

Burget is a certified 10 & 30 Hour OSHA instructor in Occupational Safety and Health Practices for the construction industry. He has also received his Construction Health and Safety Technician (CHST) designation.



Todd Detro, CHST

Detro is the Vice President of Lilly Services for Safety Management Group. Detro joined Safety Management Group in March 2000 and has served as the manager for the owner services group until being named vice president in January 2007. He received his B.S. in Safety Management from Indiana State University in 1991 and obtained his Construction Health and Safety Technician (CHST) designation in July 2005.



Randy Gieseke, CHST

Gieseke is the Vice President of Lilly Services for Safety Management Group. He has served as the account manager for the owner services and health services groups during his seven year tenure at Safety Management Group. He was named vice president in January 2007. Gieseke received a Bachelor of Science Degree in Occupational Health and Safety Management from Indiana State University in December 1992.



Ron Hanson, CHST

Hanson has worked for Safety Management Group since 1994 and is Vice President of the company. He also manages the Special Projects team. Hanson received a Bachelors of Science Degree in Safety Management from Indiana State University in 1993. He received the professional certification of Construction

Health and Safety Technician (CHST) from the Board of Certified Safety Professionals in 2001.

By Laura Pinegar

Safety is the right thing to do. That's the mantra you'll hear over and over from the safety professionals at Safety Management Group. Since 1997, the company has provided full-service workplace safety solutions to clients throughout the country and across industries. Safety Management Group's hundreds of clients include healthcare facilities, construction firms, manufacturing facilities, insurance providers and municipalities.

Why safety?

So what can safety do for you? The benefits of maintaining a safe work environment are many, but first and foremost, safety is about what you can do to protect your workers. "It's the right thing to do. Employers should send their workers home in the same condition they came in. Why wouldn't that be important to a company?" says Todd Detro, vice president of Safety Management Group's owner services team.

But the practice of safety also brings financial benefits to the table. A safe work environment impacts a project's bottom line both directly and indirectly. Costs associated with incidents, including lost costs, worker's comp claims, insurance costs and legal fees are minimized in a safe work environment. So are the indirect costs that follow incidents, including the lost productivity that occurs when people turn their attention to dealing with an incident. "If you're doing safety effectively in a business world, it's going to relate to fewer schedule interruptions, which will minimize your costs," says Mark Steinhof, facilities lead safety advisor in Safety Management Group's owner services team. "You're not going to have to stop work because you run into a problem."

On the flip side, a safe work environment boosts employee morale, which, in turn, increases productivity, efficiency and profit margins. "When people feel like they have a good, safe work environment, they feel like they can make a difference," says Steinhof. "There are fewer staff absences, less staff turnover and an improved quality of work."

Implementing a safety program is a cost-effective decision for the company. "It's the right thing to do financially, too," says Steinhof. He points out that lower injury rates lead to higher profit margins. "Evidence shows that companies who implement effective safety and health programs can expect to see their injury and illness rates reduced by 20 percent or more and a return of \$4 to \$6 for every dollar invested in the safety program," he says. He adds that employee injuries account for about 6 to 9 percent of project costs on a job site without a safety

program, as opposed to only 2.5 percent of project costs with a well-implemented safety program.

The positive business benefits of safety extend beyond financials. A solid safety program can help protect a company's reputation. "Lost time means poor service quality," Steinhofers says. "This can lead to customer dissatisfaction and loss of future business." Safety Management Group helps companies defend their hard-earned reputation by helping them improve their safety records.

Safety Management Group's expertise also helps companies comply with federal and state worker-safety rules and satisfies insurance company requirements. SMG's services can help owners anticipate and meet legal requirements for worker safety and identify situations that are likely to draw OSHA attention. Safety Management Group will also serve as a representative during regulatory inspections. The company's experience in loss control prevention and working with insurance carriers can also help clients satisfy insurance requirements and lower their insurance costs.

No one can argue with the fact that workplace safety is important, yet it's often unintentionally overlooked, leaving workers and others on the job site exposed to risk. Safety Management Group's trained safety advisors can identify unsafe acts and conditions and provide practical solutions for minimizing those risks. Additionally, Safety Management Group's safety professionals can help clients to develop a culture of safety on their job sites. The on- or off-site training that Safety Management Group provides can equip all the members of a construction team with the tools they need to perform their job safely, whether they need basic safety training or project-specific safety training. "Everyone has a piece in the safety puzzle," says Detro. "We want every person on that construction team to know what their roles are regarding safety—the project manager, the foreman, the superintendent, and the field worker all have a responsibility. We lay that out up front."

Company History

Safety Management Group began providing safety services during the 1980s, when its founders, Kent Burget and a previous partner, were hired by a global pharmaceuticals company to manage contractor safety at its facilities. At a time before the concept of safety was fully understood and high incidence levels were acceptable, Burget traveled the state of Indiana and began preaching the gospel of safety. The company incorporated in 1997 and further developed its safety services.



Jesse Brazzell, CHST

Brazzell is the Account Manager for Safety Management Group's Safety Services Group. The recipient of a B.S. Degree in Safety Management from Indiana State University in 1997, he joined Safety Management Group in 1997. Brazzell earned a Construction Health and Safety Technician (CHST) certification in 2001.



Michael Dougherty

Dougherty is the regional manager for the East Division of Safety Management Group located in Alexandria, Virginia. Dougherty received his B.S. in Safety Management from Indiana State University.



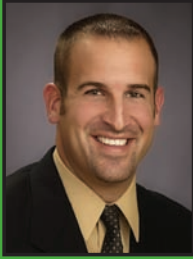
Ryan Graft,
CHST, CHSP

Graft joined Safety Management Group in April 1999 as a Safety Advisor and currently serves as a Lead Safety Advisor for the Health Care Group. Graft received his Bachelors Degree in Occupational Safety and Health from Indiana University in 1998. He received his Construction Health and Safety Technician (CHST) Certification in February 2005.



Bobby Pirtle

Pirtle joined Safety Management Group in 2000 and serves as the company's talent sourcer. Pirtle received his Bachelors Degree in Occupational Safety and Health from Murray State University in 1989.



Dr. Mark Steinhofer,
Ph. D., CHST

Steinhofer joined Safety Management Group as a Safety Advisor for the Owner Services Group in October 2000. He is the recipient of a Bachelor of Science degree in Occupational Safety and Health from Murray State University in Murray, KY, a Master degree in Safety Management and, a Doctorate degree in Safety Engineering.



Scott Spence

Spence is the Manager of Business Development for Safety Management Group. He served as a Safety Advisor and Lead Advisor for the Special Projects Group until being promoted to Manager of Business Development in October 2005. Spence received his B.S. in Safety Management and B.S. in Environmental Health from Indiana State University in 1994.



Betty Swartz

Swartz joined Safety Management Group in August 2002, and serves as the company's Controller. Swartz has an extensive and diverse background that includes performing accounting services for a one-thousand seat restaurant, a TV Cable company, an HMO, and the Urbana & Champaign Illinois Sanitary District.



Jeff Groce

Groce is serving as a Lead Advisor for the Safety Staffing Team and is currently assisting with contractor safety staffing at a large pharmaceutical conglomerate headquartered in the Midwest. Groce received his BS in Safety Management from ISU in 1992



Michael Martin, CHST

Martin joined Safety Management Group in 2001 and currently serves as a Lead Advisor for the Safety Staffing Team, assisting with oversight of the New Indianapolis Airport Project OCIP. Martin received his B.S. in Health and Safety Management from Indiana State University in 1998 .

As Safety Management Group grew; the management team grew and developed a vision to be "the best provider of safety staffing, education, products and services," and a mission to "provide ethical, professional, and contemporary safety services to equip conscientious customers with resources to succeed in preventing loss of life, limb, and property." Says President Kent Burget, "The 'contemporary' aspect has really separated us. We really try to embrace technology, adjust and make changes to our approaches, and ultimately act as coaches for safety. This is contrary to the perception that safety professionals mainly serve in an enforcement role."

One factor in the company's success thus far: members of the management team were offered ownership in the company. "By no means could I see these people working as hard as they do and not have an opportunity to be owners," says Burget.

Also key in the company's success has been upper management's willingness to provide associates with opportunities to advance their career and take the company to the next level, which may mean expanding into other markets. Already, Safety Management Group associates provide services in more than 30 states, and the company is exploring a new market on the East Coast, discussed later in this article. "We definitely have the vision to grow," says Burget. "I really believe you're going to see us nationwide."

As a workplace, Safety Management Group distinguishes itself with excellent benefits, including full coverage of continuing education, competitive pay, a cash bonus to reward top performers, a 401K match of up to 4 percent of associate salary, and a year-end bonus of another 4 percent 401K match. "To be the best, we have to attract the best professionals," says Burget. "Once they're here, they can take full advantage of all our benefits."

Company Goals

In 2005, Safety Management Group's lead advisers and management team set forth five central goals for the company. "We put them on paper to make sure everyone in the company knew what [management] was looking at," says Ron Hanson, vice president of operations. "We knew what we wanted to be, and we wanted to make them believers as well." Safety Management Group assigned a "champion" to each goal—a manager who monitors the company's progress toward the goal and encourages associates to strive for it.

The first goal, "Diversification 4 & 30," encompasses Safety Management Group's aim to establish four anchor clients representing less than 30 percent of its overall income. Already, the company has three anchor clients and a fourth is in the works.

A second goal, “#1 in Indy,” was set forth to remind the company of the importance of achieving recognition with the public as a good place to work. “We’ve been very successful with getting good feedback from our associates and good recognition by our peers,” says Hanson. To date, Safety Management Group has won several awards recognizing its excellence, detailed later in this article.

With the “40 associations” goal, Safety Management Group strives to become involved with associations not only for the exposure, but also as a way to give back to the community. One such way the company gives back is by co-sponsoring an annual golf tournament for Riley Children’s Hospital with Clarian Health Partners. Over the past few years, Safety Management Group, with assistance from the local construction community, has raised nearly \$30,000 for the nonprofit.

The “5 in 5” goal details Safety Management Group’s intent to develop five core products to offer its customers—a challenging task, considering its “products” are its people, the safety experts. “The idea is to provide more opportunities for our associates and gain stability in the company to develop tangible products that we can sell,” says Randy Gieseeking, vice president of services, who champions the “5 in 5” goal. One recent, successful product launch has been an online training program that offers clients the flexibility of training their workers during off hours. Strategic alliances with companies who provide safety equipment may lead to other products Safety Management Group can offer.

The final goal is “Double & 15,” whereby Safety Management Group plans to double the number of associates on staff and turn a reasonable percentage profit. To meet that goal, Safety Management Group must have 120 associates and \$14 million in income. Currently, the company is close: it staffs 110 associates and hopes to see revenue of \$12 million in 2007.

Recognition

The local and national recognition Safety Management Group has received is a testament to its quality. Most recently, Safety Management Group was ranked, for the second time, as one of the “Best Places To Work In Indiana” by the Indianapolis Chamber of Commerce. Only 23 employers in the state have received this honor in two consecutive years. The ranking is largely based on associate feedback via an anonymous survey. The survey revealed that associates felt they were very well informed about the company’s direction, and that they felt comfortable with its management and financial viability. Bobby Pirtle, Safety Management Group’s talent sourcer, is pleased with the positive feedback. “Our metric is our positive response rate in our surveys. We want to develop an initiative



Riley, a former patient at the Riley Hospital for Children lines up a practice put at SMG’s 2006 Charity Golf Outing. Riley was born prematurely and benefited greatly from the Riley Hospital for Children.



Riley and her parents (front row) participating at Safety Management Group’s 2006 Charity Golf Outing in Brownsburg, Indiana.



Safety Management Group Associate Mark Sheehan (left) eyes a put by Dave Prickett of ERMCO, Inc. during the 2006 Charity Golf Outing.



Safety Management Group’s Kent Burget (left) and Randy Gieseeking (right) prepare for their round at the 2006 Charity Golf Outing.



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Dave Remter

Remter serves as the Gerdau Ameristeel Account Manager and is based in Tampa, FL. Prior to taking this role with Gerdau Ameristeel, he supported the Global Facilities Delivery division for a large pharmaceutical conglomerate headquartered in the Midwest. Remter received a BS in Occupational Health and Safety Management from ISU in May of 1998



Robb Tinney

Tinney is a Lead Safety Advisor with the Safety Staffing Team and is currently assigned to a large scale OCIP project in the Lake Tahoe, California area. Tinney received his Safety Degree from ISU and has extensive experience in the General Industry field as a Safety Engineer for Mitchell & Scott Machine.



Chris Hooter

Hooter joined Safety Management Group's Safety Staffing Team in April, 2004 and is currently serving in the role of Lead Advisor for safety staffing on projects throughout the Country.

Hooter has over 14 years of experience managing safety on construction and turnaround projects throughout the Country.



John Knight, CHST

Knight is a Lead Safety Advisor for the Owners Services GFD team. John joined Safety Management Group in November 2000 and served as a safety advisor with the Safety Staffing Team until he transferred to the Owner Services Group in September 2003. Knight received his BS in Safety Management from ISU.



Doug Schumann

Schumann joined Safety Management Group in August 2003 and is a Lead Advisor for Small Projects Engineering (SPE) within the Owner Services GFD Team. Schumann received a BS in Safety Management from ISU in 1994.

that really resonates with our folks," he says. He's also motivated to make the company even better in the eyes of the associates. "We'll continue to tweak until we get at least a 90 percent aggregate positive response," he adds.

Pirtle says that ample opportunities for associates have also increased their job satisfaction. These range from opportunities based in Indy that don't require a lot of travel to opportunities throughout the country. "If they're open to [relocating], the door is wide open," he says.

Safety Management Group was presented with the Blue Chip business award in November 2006. The Indianapolis-based program recognizes firms that have demonstrated exceptional achievement in business. Previously, Safety Management Group was acknowledged as one of Indy's "Fastest Growing Companies" in the Indianapolis Business Journal, and in June 2004, Ernst & Young recognized President Kent Burget as a finalist for its "Entrepreneur of the Year" award. Safety Management Group has also been recognized several times by the Metro Indianapolis Coalition for Construction Safety, which noted the company's "outstanding value to the organization through extraordinary efforts."

A New East Coast Office

As part of Safety Management Group's expansion efforts, the company added an East Coast office, based in Fairfax, Virginia, which will serve the entire East Coast. The company is now in the exploratory phase of expanding eastward. Mike Dougherty, regional manager of the east division, is currently stationed in the area, which he says is ripe with opportunity. "The owner's procurement forum for D.C.-area construction is calling it a 'tsunami' of construction work because of the amount of new projects," he says, "a total of \$53 billion in new construction over the next five years."

That new construction, which includes government, healthcare, and commercial sectors, provides nearly endless opportunity for Safety Management Group. "If you look around the country in construction safety consulting and the services we provide," says Dougherty, "there's no other group out there the same size and quality as us. I see five or six people working for a consulting company that try to compete with us but there's no company with our capabilities that provides the contemporary and quality services and resources that we do."

Safety Management Group's goals for the East Coast office shadow the Indianapolis office goals. In the next two years one anchor client is to be secured, 10 safety professionals are to be hired, and annual

revenue for the new office should be \$1.5 million. "I'd like to see us being around the \$5 million mark in five years," says Dougherty. As he establishes an East Coast office, Dougherty is developing a model to use for opening branch offices in other locations. With the ample opportunity and Dougherty's drive to succeed, Burget believes the endeavor will be successful. "That effort is in line with everything we're about as far as being 'contemporary,' and giving people opportunities," he says. "Mike has the entrepreneurial skills to make it successful."

Service Teams

No matter what industry or size organization, Safety Management Group's safety advisors deliver the customized, flexible, state-of-the-art safety services to protect employees and contractors. The company is driven to prevent injury, reduce losses and insurance costs, ensure compliance with federal and state safety rules, and protect their client's hard-earned reputations. Safety Management Group's safety professionals bring extensive experience in a broad variety of industries and situations to every project.

Safety Management Group has earned a strong reputation in the safety industry for providing proven and practical solutions to its clients' unique occupational safety challenges. With offices in Indianapolis, Virginia and California, Safety Management Group has the capability to provide nationwide safety services.

Construction accounts for about 90 percent of Safety Management Group's business, most of which is new construction, turnarounds and outages. Safety Management Group's safety experts provide a range of services to construction professionals: identifying roles and responsibilities, developing and implementing contractor safety programs, pre-qualifying contractors, providing safety training, and monitoring the construction process to lower incident rates, and other services. Safety Management Group provides similar services to manufacturing clients as well.

Safety Management Group's expertise in safety issues can provide clients with a detailed overview of how safety is being handled on their job site, helping them to identify problem areas and suggest solutions to prevent losses. Through safety programs, Safety Management Group assists clients in protecting people thereby lowering costs and improving production.

Safety Management Group has four distinct service teams. The Safety Services team, which encompasses a wide range of professional safety consulting services for construction, manufacturing,



Kent Burget photographed with his mother, Mary Alice Burget after receiving the Board of Directors Award from the Metro Indianapolis Coalition for Construction Safety on April 28, 2005.

The Haskell Company

*International Design-Build Company
with over \$700 Million in Annual Revenue*

Services Provided by SMG:

- Safety Staffing

"We started using them [Safety Management Group] because we were finding it hard to find qualified individuals. We decided that we would try an outside staffing firm for our safety professionals. I found Safety Management Group online. Since last year we've placed three of their individuals on our projects and all three of them have either performed above expectations or are still performing above expectations – so it has been a good relationship.

They are a high quality organization that provides highly qualified individuals."

Brian Roundtree
Manager of Safety

Safety Management Group Resume

Automotive



Honda Manufacturing of Indiana
Client: Poindexter Excavating, Inc.
Project: 2007 Honda P2M-F Project – Site U/G, Utilities & Fire Protection Package
Services: Site Safety Representation

Honda Manufacturing of Alabama
Lincoln, Alabama
Client: Marubeni Plant Contractor
Project: 2001 Stamping Press Installation
Services: Site Safety Representation

Subaru of Indiana Automotive
Client: Hazama Construction
Project: 2005-06 Stamping Press Demolition
Services: Site Safety Representation

TMMI Princeton Indiana
Client: Marubeni Plant Contractor
Project: 1996-97 Various Shutdowns
Services: Site Safety Representation

TMMI Georgetown Kentucky
Client: Marubeni Plant Contractor
Project: 1996-97 Various Shutdowns
Services: Site Safety Representation

Petrochemical

BP Project Thunder Horse
Port Fourchon, Louisiana
Client: UMAX LTD.
Project: Port & Shipping 2006
Services: Site Safety Representation

Exxon Mobil
Channahon, Illinois
Client: BMW Constructors
Project: Turnaround 2006
Services: Site Safety Representation

Pharmaceutical

Lilly Technology Center North Projects Indianapolis, Indiana 2003-2007
Client: Eli Lilly & Company
Project: Construction of New 600,000 Sq. Ft. Research Facility \$550 Million
Services: Owner Safety Oversight

Pharmaceutical OCIP
1989-Current (Over \$3 Billion in Construction)
Client: Eli Lilly & Company
Project: Implementation of Contractor Safety Management Process (CSMP)
Services: Construction Safety
Services/Support of the CSMP & OCIP

Commercial

Blue Sky Casino Project
Frenchlick, Indiana
Client: Lauth Property Group
Project: \$200 Million New Construction 2005-07
Services: Site Safety Representation



photo courtesy of Michael Heitz

Chrysler Foundry
Indianapolis, Indiana
Client: Adamo Demolition
Project: Demolition and Decommission 2006-07
Services: Site Safety Representation

Conseco Fieldhouse OCIP
Indianapolis, Indiana
Client: Pillar Group Risk Management
Project: \$198 Million New Construction 2000
Services: OCIP/Owner Site Safety Oversight

Four Winds Casino Project
New Buffalo, Michigan
Client: The Christman Company
Project: \$187 Million New Construction 2006-07
Services: Site Safety Representation

Glendale Mall
Indianapolis, Indiana
Client: Kite Realty
Project: Mall Demolition and Rebuild 2007-08
Services: Site Safety Representation

Huntington Station Parking Structure
Alexandria, Virginia
Client: The Haskell Company
Project: Parking Structure Construction 2006-07
Services: Site Safety Representation

New Indianapolis Airport OCIP
Client: Pillar Group Risk Management
Project: \$1 Billion New Construction 2005-08
Services: OCIP/Owner Safety Oversight

University of Alabama OCIP
Client: McGriff, Seibels & Williams, Inc.
Project: \$1 Billion 2006-08
Services: OCIP/Owner Safety Oversight

US Naval Shipyard
Norfolk, Virginia
Client: Haskell Company
Project: Upgrades 2006-07
Services: Site Safety Representation

Washington Dulles International Airport
Dulles, Virginia
Client: Grunley-Walsh
Project: Expansion
Services: Site Safety Representation



Steel Mills

AK Steel Ashland Works
Ashland, Kentucky
Client: Aker Kvaerner Songer
Project: Blast Furnace Shutdown 2005
Services: Site Safety Representation

Gerdau Ameristeel
Jacksonville, Florida
Client: Gerdau Ameristeel
Project: New Mill Construction 2005-07
Services: Owner Site Safety Representation

Gerdau Ameristeel
Cartersville, Georgia
Client: Gerdau Ameristeel
Project: Shutdowns 2006
Services: Site Safety Representation

Gerdau Ameristeel CSMP
Tampa Bay, Florida
Client: Gerdau Ameristeel US Operations
Project: Implementation of Contractor Safety Management Process (CSMP)
Services: CSMP Construction Safety Implementation & Ongoing Support

Mittal Steel
Burns Harbor, Indiana
Client: Aker Kvaerner Songer
Project: Blast Furnace Shutdown 2007
Services: Site Safety Representation



North American Stainless
Ghent, Kentucky
Client: North American Stainless
Project: Implementation of Contractor Safety Management Process (CSMP)
Services: CSMP Construction Safety Implementation & Ongoing Support

US Steel Gary Works
Gary, Indiana
Client: Aker Kvaerner Songer
Project: Blast Furnace Shutdown 2006
Services: Site Safety Representation

US Steel Gary Works
Gary, Indiana
Client: US Steel Gary Works
Project: 2006 Shutdowns & Maintenance
Services: Site Safety Representation

US Steel Irvine Works
Dravosburg, Pennsylvania
Client: Aker Kvaerner Songer
Project: Blast Furnace Shutdown 2006
Services: Site Safety Representation

US Steel
Zug Island, Michigan
Client: Aker Kvaerner Songer
Project: Blast Furnace Shutdown 2005
Services: Site Safety Representation

US Steel
Granite City, Illinois
Client: Aker Kvaerner Songer
Project: Blast Furnace Shutdown 2006-07
Services: Site Safety Representation

Safety Management Group Resume

Manufacturing



ConAgra Foods
Sylvester, Georgia
Client: The Haskell Company
Project: Structural/Mechanical Repairs/Retool 2007
Services: Site Safety Representation

Frito Lay
Perry, Georgia
Client: The Haskell Company
Project: Facility Expansion 2007
Services: Site Safety Representation

Monsanto Seed Production Facility
Kearny, Nebraska
Client: Bratney Company
Project: Shutdown and Demolition 2006
Services: Site Safety Representation

Monsanto Seed Production Facility
Remington, Indiana
Client: Steinberger Construction
Project: New Construction 2006
Services: Site Safety Representation

Monsanto Seed Production Facility
Windfall, Indiana
Client: Bratney Company
Project: Shutdown and Demolition 2005
Services: Site Safety Representation

Nestlé Waters North America
Allentown, Pennsylvania
Client: Haskell Company
Project: 600,000 Sq. Ft. Facility 2006-07
Services: Site Safety Representation

VeraSun Energy Project
Hartley, Iowa
Client: Bowen Engineering
Project: New Ethanol Facility 2007
Services: Site Safety Representation

VeraSun Energy Project
Welcome, Minnesota
Client: Bowen Engineering
Project: New Ethanol Facility 2007
Services: Site Safety Representation

Chemical



Reilly Industries
Indianapolis, Indiana
Client: Freitag-Weinhardt
Project: Shutdown 2005
Services: Site Safety Representation

Vertellus Specialties Inc.
Indianapolis, Indiana
Client: Freitag-Weinhardt
Project: Shutdowns 2006
Services: Site Safety Representation

Power Generation

AEP
Madison, Indiana
Client: Bowen Engineering
Project: New Power Plant Construction 2007
Services: Site Safety Representation

AEP Kyger Creek
Gallipolis, Ohio
Client: Richard Goettle, Inc.
Project: New Power Plant Construction 2006-07
Services: Site Safety Representation

Bull Run Power Station
Knoxville, Tennessee
Client: Bowen Engineering
Project: Facility Expansion 2007
Services: Site Safety Representation

Citizens Thermal
Indianapolis, Indiana
Client: Citizens Thermal
Project: Pharmaceutical Plant Maintenance
Services: Site Safety Representation

Colorado Springs Utilities Nixon Station
Colorado Springs, Colorado
Client: Power Generation Service, Inc.
Project: Turbine Rebuild Project 2007
Services: Site Safety Representation

Dave Johnston Power Plant
Glenrock, Wyoming
Client: Power Generation Service, Inc.
Project: Turbine Rebuild Project 2007
Services: Site Safety Representation

Indianapolis Power & Light
Harding Street Station Indianapolis, Indiana
Client: Sterling Boiler & Mechanical 2007
Project: Installing New Scrubber & 565-Foot Stack
Services: Site Safety Representation

Kentucky Utilities Power
Ghent, Kentucky
Client: Stebbins Engineering and Manufacturing Company
Project: New Scrubber Construction 2007
Services: Site Safety Representation

Killen Station Power Plant
Manchester, Ohio
Client: Richard Goettle, Inc.
Project: Auger Cast Piling Work 2006
Services: Site Safety Representation

Roxboro Steam Station
Roxboro, North Carolina
Client: Stebbins Engineering and Manufacturing Company
Project: Shutdown 2007
Services: Site Safety Representation

Wind Energy Project
Buffalo, New York
Client: TVI Group
Project: Install 8 Wind Energy Mills 2006
Services: Site Safety Representation

Healthcare

Clarian Arnett Medical Center
Lafayette, Indiana
Client: Clarian Health / Arnett
Project: New Construction 425,000 Sq. Ft. Hospital & Facilities Building 2006-08
Services: OCIP/Owner Safety Manager

Clarian Cardiovascular Center
Indianapolis, Indiana
Client: Clarian Health
Project: New Construction and Renovation of Existing Facility 75,000 Sq. Ft. Facility 2000-01
Services: Owner Site Safety Manager

Healthcare Continued

Clarian Daycare Center
Indianapolis, Indiana
Client: Clarian Health
Project: New Construction Day Care Center 2002-03
Services: Owner Site Safety Manager

Clarian IU Cancer Center
Indianapolis, Indiana
Client: Clarian Health
Project: Demolition and New Construction 400,000 Sq. Ft. Hospital and Medical 2005-08
Services: OCIP/Owner Safety Manager

Clarian Lab Consolidation Project
Indianapolis, Indiana
Client: Clarian Health
Project: New Construction 350,000 Sq. Ft. Lab and Parking Structure 2004-05
Services: OCIP/Owner Safety Manager

Clarian North Medical Center
Carmel, Indiana
Client: Clarian Health
Project: New Construction 625,000 Sq. Ft. Hospital and Medical Office Building 2003-05
Services: OCIP/Owner Safety Manager

Clarian People Mover
Indianapolis, Indiana
Client: Clarian Health
Project: New Construction Elevated Guideway Public Transportation System 2001-03
Services: Owner Site Safety Manager



Clarian West Medical Center
Avon, Indiana
Client: Clarian Health
Project: New Construction 500,000 Sq. Ft. Hospital and Medical Office Building 2002-05
Services: OCIP/Owner Safety Manager

Education & Resource Center
Indianapolis, Indiana
Client: Clarian Health
Project: New Construction 2006-08
Services: Owner Safety Manager

Riley Hospital for Children Phase V
Indianapolis, Indiana
Client: Clarian Health
Project: New Construction 740,000 Sq. Ft. Hospital, Facilities Building, and Parking Structure 2005-09
Services: OCIP/Owner Safety Manager

Riley Outpatient Center
Indianapolis, Indiana
Client: Clarian Health
Project: New Construction 300,000 Sq. Ft. Facility 1998 - 2000
Services: Owner Site Safety Manager

Robins & Morton Group
Birmingham, Alabama
Client: Robins & Morton Group - General Contractor
Project: Interim Life Safety Program & Training 2007
Services: Specialty Safety Consulting & Training

BMW Constructors, Inc.

BMW Constructors, Inc. is a major general industrial construction company engaging in multimillion dollar capital projects, in-plant maintenance, and turnarounds throughout the Midwest.

Services Provided:

- Safety Staffing

“SMG provides safety professional support to us throughout our Indiana sites. They do an excellent job sending us very knowledgeable staff. We are very, very happy with the service, they are definitely an integral part of our operations when we are running low on safety resources and need a boost.”

Chris Buckman
Account Manager



Indianapolis Electric

MICCS 2007 Electrical Contractor Safety Leader Award Winner

Services Provided by SMG:

- Safety Staffing
- Training

“We’ve had a relationship with SMG since 1998. They are a great resource for us for training and they help fill needs on specific jobsites. Their people always come to the jobsite with the right skills and are able to blend right in with our organization and be a nice extension of IEC. They understand what our goals and objectives are on the projects and are a great resource for us in making sure that our projects are conducted safely.”

Garry Elder
Vice President

transportation, insurance and several other markets. Services include OSHA compliance, loss control, inspections, audits, program development or a combination of such services. The best defense against injury and loss is a comprehensive understanding of risks and deficiencies within a company’s operations. Through safety audits of facilities and observations at construction jobsites, Safety Management Group’s professionals will develop a thorough analysis of safety issues, along with recommendations for remediation of problems. They can use the same methodologies and standards employed by OSHA and the insurance industry – or a client’s own safety standards – as the basis for their review

The Safety Service team also offers OSHA compliance and customized safety training. “The flexibility that we offer in our training is open-enrollment type training on an ongoing basis in our offices, tailored training at a customer’s facility or job site, and web-based training,” says Scott Spence, manager of business development.

Safety Management Group’s Owner Services Team provides their exclusive Contractor Safety Management Process (CSMP) which is a powerful, effective approach for companies that are committed to creating and maintaining safe, incident-free construction sites. The CSMP goes beyond mere compliance to provide oversight of every facet of safety management on client jobsites. Safety Management Group works with clients to develop a culture of safety, educating everyone about the importance of rules, monitoring performance, and continuously improving all activities. “The CSMP is a way for an owner to manage the risks involved with construction projects specifically related to safety,” says Spence. To do so, Safety Management Group examines a contractor’s incident and loss history and their current safety program in a prequalification setting. Later, Safety Management Group evaluates and monitors contractors while they’re on site. “We will evaluate a contractor in their safety performance and compare them to a national average,” says Spence. “We’ll provide an analysis of where they stand in their safety performance.”

Safety staffing is Safety Management Group’s third service provided by the Special Projects Team. Relying on their Safety Staffing services frees clients from the challenge of finding and hiring safety professionals for special projects. Because their safety advisors are Safety Management Group associates, they handle all compensation, benefits and taxes. Just as important, clients don’t have to worry about downtime if one of the safety advisors becomes unavailable because of illness or other reasons, Safety Management Group provides fast access to a replacement. “We can augment an existing in-house safety team with additional expertise for specific projects,” says Spence. “It

could be short-term or long-term, new construction projects, shutdowns or maintenance-related activities.”

The fourth service team is the Healthcare Services Team. This team works with hospital and healthcare groups to address the specialized needs they face during maintenance, renovation, and construction activities. “Our goal is to work with the hospital to achieve zero disruptions to patient care and healthcare operations and deliver a proven methodology to assist customers with compliance and proactively protect them from losses not prevented by compliance alone,” says Spence. Safety Management Group provides healthcare customers the opportunity to have a more proactive, more safety-minded operation and project.

Safety Services Team

Safety consulting services comprise the largest segment of Safety Management Group’s offerings, with construction consulting being the primary focus. Safety Management Group also provides consulting for manufacturing, insurance, and municipalities.

Safety Management Group’s qualified safety advisors assist clients via a custom safety analysis and administration program known as Sure-Safe Workplace. Through workplace observations, safety advisors develop a thorough analysis of safety issues and provide recommendations for correcting each issue. Safety Management Group uses the same methodologies and standards employed by OSHA and the insurance industry, or an owner’s unique safety standards, as the basis for their review. “In essence, we’re looking for unsafe conditions and behaviors and OSHA compliance,” says Jesse Brazzell, account manager for Safety Management Group’s safety services group. “We point out hazards OSHA may find or may result in an incident, even if they’re not an OSHA violation.”

Safety Management Group can also provide incident analysis. If a company has recently had a major incident, Safety Management Group can investigate the incident and identify the root cause, as well as provide the necessary training to prevent future incidents.

Additionally, Safety Management Group can conduct safety perception surveys in which workers provide anonymous feedback to identify areas of concern, or help its clients develop their own written safety standards, policies, procedures and training programs based on regulatory requirements.

“Our safety advisors are very experienced and well-rounded,” says Brazzell. “A company should benefit from implementing our

Shannon Door

Services Provided by SMG:

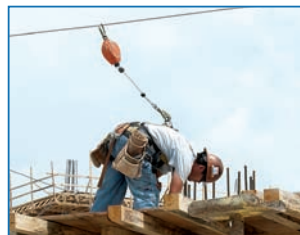
- Written Safety Program
 - Safety Audit
- Monthly Safety Meetings
- Mock OSHA Inspections
 - Forklift Training

“They (Safety Management Group) put together our written safety program. When we started with them in the late 1990’s we had no formal safety program. We are a small company. I think at the time we had 12 employees and we had just undergone an OSHA inspection for the first time ever. It was a real eye-opener and made us realize that it could have been much worse and we could have had thousands of dollars in fines.

It has been great to work with them. It is certainly an expense, but for several reasons it is well worth it. The few accidents that this company has had have been the worst days of my life, sitting at a hospital with an individual who got hurt. If spending that money every month and having the guys sit and listen to the safety talks on a monthly basis, if it avoids anything – any accidents of any kind – it is well worth it.

As a secondary note, it can’t help but save us money in the event that we do get inspected once again by OSHA. But the safety of the individuals is the main reason for them to be here.”

Kent Shivley
Owner



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ON YOUR 10TH ANNIVERSARY!

We carry the largest safety inventory in the Midwest.

JOBSITE SUPPLY

SAFETY IDEAS AT WORK

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Fourth largest overall steel company and the second largest minimill steel producer in North America

Services Provided by SMG:

- Contractor Safety Management Process
 - Safety Staffing Shutdowns
- Awareness and Competent Person Safety Training
 - Production Facility Safety Audits

“We have probably seen a 100% improvement in the contractor safety activities on the jobsite since working with Safety Management Group. For example, we require that contractors conduct routine toolbox meetings and prepare job safety analysis for tasks that are being done on the jobsite. Prior to having Safety Management Group on board, we did not have a process in place that would allow us to verify those things were being done but also ensure that the safety work which was being done was good quality work.”

Matt Moore
Corporate Director of Safety and Health

The Mattingly Corporation

General Contractor

Services Provided by SMG:

- Jobsite Safety Observations with Reports
 - Safety Staffing

“It has worked out really well. It is an efficient way to have someone from the outside looking in. They are an objective source for safety and I think that is what we really appreciate the most. There is no conflict of interest that occurs when safety management is in-house. When it is in-house you could potentially have someone on staff evaluating the safety performance of the guy they go out to lunch with every day.”

Dionne Habegger
Controller and Chief Operating Officer

recommendations. I am sure that every company can make improvements in their safety program, as long as adequate time and resources are available to make it happen.” The typical time frame for results? Brazzell says it varies depending on a company’s commitment to safety. “We’re here to coach them and potentially work ourselves out of a job if the company takes over and dedicates themselves to the effort,” he says. “If that’s done, you see some immediate improvements and a higher level of safety awareness. Meanwhile, a company’s EMR [Experience Modification Rate] will begin a downward trend, but it will take at least three years to achieve a low EMR,” says Brazzell.

Part of Safety Management Group’s comprehensive safety services program includes instructor-led (including Spanish) courses, which build safety awareness and help companies develop a culture of safety. Safety Management Group provides both standard training to address industry issues as well as customized training to suit a client’s specific needs and objectives. The company offers an extremely flexible training schedule: Instructor-led courses are available weekly, monthly or as needed, either in Safety Management Group’s training classroom or directly at the workplace. “We ‘have safety, will travel,’” jokes Brazzell. Training may include a combination of lectures, print and video presentations, web-based programming, hands-on demonstration and comprehensive follow-up testing.

Safety Management Group’s open-enrollment courses provide basic safety training, including instruction on OSHA compliance. Courses include OSHA 10-hour and 30-hour training (including certification from the Department of Labor), and Competent Person classes on an ongoing basis, to training on specific subjects such as scaffolding safety and forklift training. Certification training in first aid and CPR is also available. (A class schedule is available online at www.smgindy.com.)

Safety Management Group’s flexible training options include a web-based Virtual University. “We recommend leader-led training,” says Brazzell. “We feel it’s more effective by far than the web-based training. But for our clients who are trying to meet quick deadlines to meet owner demands or when logistics pose problems, web-based training is a good solution.” For such clients, the year-old Virtual University is an excellent option. A thorough, text-based training program, it provides both OSHA 10-hour and 30-hour training (including Spanish-language training) and other industry training programs. Safety Management Group offers a convenient credit-card prepayment option and discounts for companies who need to train a large group of people.

Owner Services Team

Safety Management Group implements a Contractor Safety Management Process (CSMP) to help an owner manage the risks associated with working with a contractor. The program helps to control losses and prevent worker injuries. Safety Management Group begins with a policy statement, and then defines roles and responsibilities for the contractor. Before a contractor makes a bid, Safety Management Group educates the contractor on the specific safety requirements on the job, which often far exceed OSHA requirements. "We share that with them up front, because safety has costs associated with it," says Detro. "Then they can bid the job appropriately by accounting for those costs."

Safety Management Group then begins preparing and executing a pre-bid meeting and evaluates the safety records of all prospective contractors. "We look at their insurance ratings, their past loss history, their incident statistics, their trailing injury rates," says Detro. "We also do a comprehensive review of their company safety program." Safety Management Group uses a standardized scoring system to rate each contractor as "approved," "not approved," or "conditionally approved." In the latter case, "we'll put some additional stipulations on the contractor," says Detro.

What if a contractor doesn't meet with prequalification criteria? Not to worry, says Detro. "We work with a business to develop a safety program to meet minimum requirements to work on an owner's site," he says. "From tweaking their existing program to building a program from scratch."

As the next step of the CSMP, Safety Management Group engages in a detailed planning process. In order to successfully bring a contractor into a project, Safety Management Group considers numerous details and safety concerns, such as where the workers will park, whether they'll have to pass through any hazardous areas when traveling throughout the job site, and what security access requirements need to be met. Next, Safety Management Group outlines an emergency action plan and walks the owner through it.

Safety Management Group also helps an owner develop a comprehensive safety orientation that underscores the owner's safety requirements and reflects the company's values.

Once a bid is awarded and the workers show up at a job site, Safety Management Group also communicates directly with them. "Once boots start hitting the ground, we find it's key that we touch base again

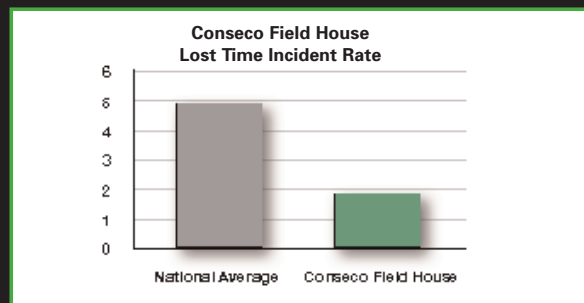
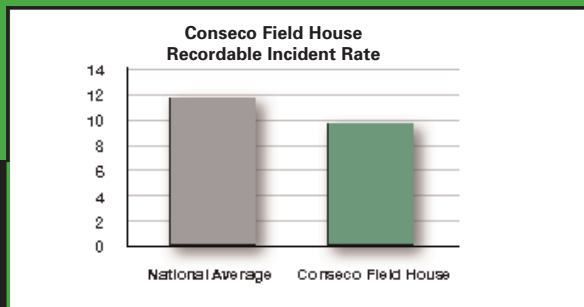
Project Case Study New Indianapolis Airport

Indianapolis is building a new airport. Thirty years in the planning, the facility will feature a new passenger terminal, concourses, parking garage and airfield and apron improvements. As the largest development initiative in the City of Indianapolis's history, the New Indianapolis Airport will feature a newly-constructed, modern terminal building located between the two existing main runways along with new highway access, new and improved parking and support facilities and improved utilities and airside operations. The project safety oversight provided by Safety Management Group for the OCIP has rendered positive safety statistics below national standards and promoted a culture of safety on the project.



Project Case Study Conseco Fieldhouse

The Owner Managed Insurance Program for construction of Conseco Fieldhouse began in July of 1997. At that time, most insurance agencies familiar with the implementation of OMIPs were not convinced that this project was of a size to warrant such a program. This included most, if not all of the insurance brokerage firms. In their opinion, a project with an estimated total cost of construction of \$150 Million was too small, given the rate structure in the state of Indiana, to provide any savings to the Owner (Capitol Improvement Board of Managers of Marion County, Indiana, and others). However, because of the commitment to safety from the Owner, Safety Management Group, the Construction managers, and the contractors themselves, the program was a tremendous success. The results of the two year program produce OMIP Credits from Contractors at \$1.89 Million, Insurance Program Premiums/Fees \$1.72 Million, Investment Gains \$128 Thousand and a Program Savings to the Owner \$303 Thousand.



and communicate with that group," says Detro. "We go back and recover the topic of safety." Safety Management Group also helps the owners assess how well they as owners are performing against the standards set forth at the beginning of the project.

Special Projects Team

Safety Management Group can also staff and manage safety on a project, or supplement an in-house safety team when additional staffing is needed. The company provides flexible staffing options for companies of all sizes and for project durations as short as a week to several years in length. "We compliment," says Burget. "Instead of going through the resources or expenditure to hire someone and put them on staff for one to two years, they can draw on a proven resource."

Safety Management Group's experience in safety staffing encompasses all project-oriented environments, including outages, shutdowns, turnarounds, new construction, expansions, additions, Owner Controlled Insurance Programs (OCIP), and large-scale industrial and demolition projects.

"If an owner or contractor has to do maintenance on their existing equipment, they may have a four-week turnaround or shutdown and bring in hundreds of craftspeople," says Spence. "During that process it's real easy to incur losses." Instead of hiring full-time safety staff, a client can turn to Safety Management Group to outsource the work.

"Safety staffing will most likely be our fastest-growing product," says Hanson. "There's going to continue to be an aggressive need for quality safety people for jobs and the ability to be flexible and adaptable. We add a lot of value to a number of clients in any number of situations. It's easier to give us a call."

Healthcare Services Team

Another service that Safety Management Group provides is a program known as Interim Life Safety Measures (ILSM), a management and assessment process designed to assist healthcare facilities with Joint Commission on Accreditation of Healthcare Organizations (JCAHO) compliance and ensure that there are zero disruptions to patient care and medical procedures while construction or renovation is underway.

Prior to starting a construction project, Safety Management Group uses an ILSM assessment tool that identifies hazards and determines preventive measures. Safety Management Group associates walk the

project with the superintendent and project manager to discuss each and every potential hazard. "We work with the construction teams to put an interim plan in place to minimize the potential for hazards and the impact on patient care operations," says Giesecking. Contractor and hospital staff training accompanies nearly every ILSM assessment to ensure that everyone understands how construction will affect traffic flow and other day-to-day operations. Once the assessment is in place, construction begins, and Safety Management Group assumes a monitoring role. "If we find a deficiency, it's corrected immediately," says Giesecking. "That's how critical a deficiency can be."

Since 1996, Clarian Health Partners has been Safety Management Group's chief ILSM client. Though Clarian had an in-house fire and life safety group, due the hospital's large capital construction expenditure before them, they needed outside assistance. Giesecking, who has overseen Clarian's ILSM procedures for five years, recalls, "They needed assistance in developing and monitoring construction safety projects to ensure for patient care and staff. Clarian's vision and mission is community wellness, so the last thing they want to happen is to have construction impacting the patients, and they don't want to add patients."

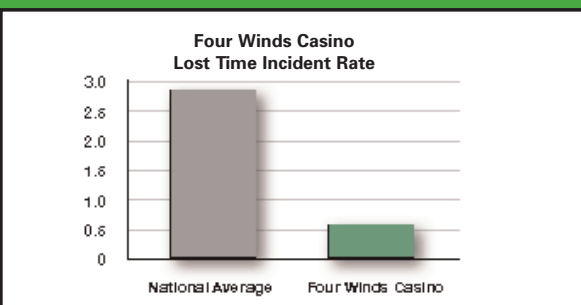
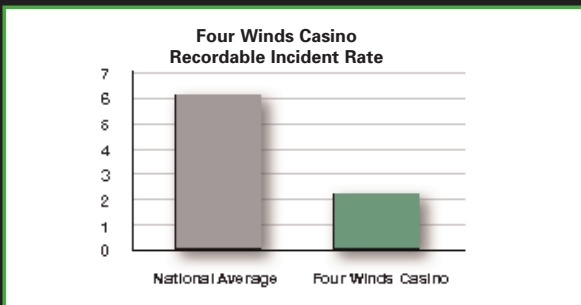
Safety Management Group provided an initial assessment, continuous observations through the construction process, and then a closeout. No detail was overlooked. "We walked back through with the project team until we had everything in place before we turned it over to the end user," says Giesecking. Exit signs were returned to service and smoke detectors and sprinkler systems were checked. Today, Safety Management Group has an office at Clarian and provides personnel for several projects, including the IU Cancer Center, Riley Children's Hospital Phase V, Clarian Arnett and Clarian Education Resource Center.

Safety Today

In the 1930's, when the Empire State Building was constructed, the rule of thumb had been that one person would die for every story built in a skyscraper. As recently as 1970, when the John Hancock Building in Chicago was built costing 109 lives, or, indeed, about one per floor, the safety of construction workers was not a concern. In 2005 (the latest year for data from the Bureau of Labor Statistics) the private construction industry accounted for 1,186 fatal work injuries, the most of any industry sector and about one out of every five fatal work injuries recorded. The incidence rate of injuries and illnesses in the construction industry was 6.3 cases per 100 full-time workers in 2005. There is no doubt construction is one of the most hazardous industries.

Project Case Study Four Winds Casino

Four Winds Casino Case Study Safety Management Group partnered with the Construction Manager to provide project safety oversight for construction of the Four Winds Casino in New Buffalo, Michigan. The \$285 Million Plus project is scheduled for completion in late 2007 and is located on 52 acres about 90 miles east of Chicago. The casino features a 160-room hotel, special events center, 124,000-square feet of gaming, covered parking garage with 2,200-spaces and six restaurants. The project safety oversight provided by Safety Management Group has rendered positive safety statistics below national standards and promoted a culture of safety on the project.



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Sixth largest insurance brokerage firm in the country

Services Provided by SMG:

- Owner Controlled Insurance Program (OCIP)
- Safety Oversight and Staffing for their client
 – East West Partners

"In northern California there are very, very few OSHA investigators that come out and make inspections on large commercial sites because there just aren't that many projects in that area. So building a resort like Northstar was a real challenge for many of the contractors who didn't have safety programs. When SMG came out, we had one particular roofer who had been doing things the same way for 15-20 years and didn't really want to utilize the program that they (Safety Management Group) were recommending. After a couple weeks of discussing it, they implemented the system that SMG recommended to them and they realized they could actually install roofs faster by doing it the right way. The roofers, rather than viewing the SMG employee as someone who was checking up on them, were actually glad that they were there because they cut down on a lot of the accidents they were having. It was a very profitable scenario because the weather conditions there limit the amount of time they can work and the roofer was able to get more work done using the new procedures."

"East West Partners recognized that in order to do this project they had to have an extremely strong partner for managing the safety as required by their insurance underwriter. As a result of the programs that SMG put in place, the incidents rates were much less than you would normally see in Northern California for this type of project. They performed extremely well and developed really good relationships that should carry them through to when these projects are finally finished around 2020."

George Skelton
 Senior Vice President

Kennedy Tank and Manufacturing
Manufacturers Tanks and Field Erect Large Diameter Tanks

Services Provided by SMG:

- Production Facility Safety Audits
 - Monthly Safety Meetings
- Awareness & Competent Person Safety Training
 - Jobsite Safety Observations with Report

"We have decreased our Experience Modification Rate since using Safety Management Group. We were in the upper nineties and now we are .88. We have a heightened awareness of safety. We consider them professionals and a definite asset to our company."

Scott Evans
 Vice President of Field Construction

According to the National Institute for Occupational Safety and Health (NIOSH), the economic impact of fatal occupational injuries in the U.S. construction industry from 1992-2002 was over ten billion dollars. There is no doubt that construction safety incidents are very costly.

"Safety Management Group is committed to eliminating workplace hazards, that cause death or injury," says Burget. "Because the bottom line is, we want every worker to go home safely and enjoy their family every day."

Why Safety?

