

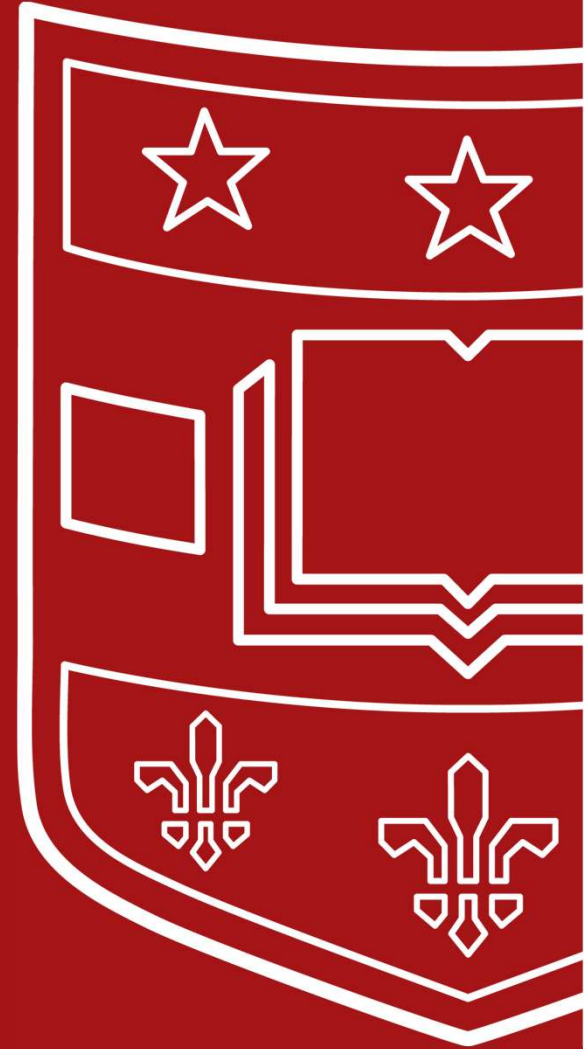
COVID CRISIS MANAGEMENT 101 WEBINAR

August 8, 2020

Presented by:

Karl Kloster Retired, President of McCarthy

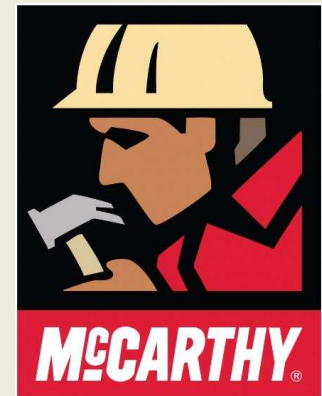
 Washington University in St. Louis



Hosted By

CLAYCO

THE ART & SCIENCE OF BUILDING



Washington
University in St. Louis



Housekeeping Items

- Please put your microphone on mute
- Submit any questions you have during the presentation by using the function
 - To respect everyone's time, we will collect and send all answers to participants by noon on Friday.
- Please email supplierdiversity@wustl.edu
 - To register for this Webinar
 - To submit additional questions
 - To receive the answer to the questions submitted
- Seminar content is solely based on the presenter's experience in the industry and is not intended to replace advice from legal, accounting or insurance professionals.



Goal of Webinar

To provide actionable information to contractors, so you can get the best possible outcome for your business and employees during the COVID Pandemic



Stay at Home Orders in Effect

Construction is currently listed as an essential activity

Situations have changed quickly in other parts of the country

New plans and procedures need to be developed NOW
and implemented NOW



Covid-19 Jobsite Plans

- Screening
 - Self Screening
 - Job Site Screening
- On site worker protection / prevention
- Case Management
- Sample of St. Louis General and Prime Contractor plans available at:
 - <https://resourcemanagement.wustl.edu/supplier-diversity/2829-2/>



Levels of Risk and When to Use Your Plan

Low Risk Projects

Medium Risk Projects

High Risk Projects



Preparing for Disruptions and Shut Downs

- Open Jobs List
- Contact Customers
- Ask for General Contractor's Covid Plan
- Ask for help



Prepare Plan for Revenue Loss

Plan A: 50% Revenue Drop

Plan B: Total Shut Down



Plan A: Revenue Drops by 50%

- Overhead Expenses and Services
 - Insurance
 - Office Rent and Utilities
 - Bank Loans and Interest Expense
 - Credit Card Debt
 - IT Costs
 - Donations
- Overhead (Non Jobsite) Salaries



PLAN B: Everything Shuts down for few months

- Assess Financial Strength
- “Buckets” of Employees
 - Company Support
 - Government Support
 - Unemployment System
 - New Programs



Coaching Employees

- Mortgage
 - Negotiate Hold on Taxes and Insurance Escrow?
- Car Payments
- Utilities
- Taxes
- Insurance
- Cell Phone / Internet
- Survival Expenses



Closing Comments

Positive Test on One of Your Jobs – please let us know

Monica

Sandra

Janelle

Julie



Potential Covid Mentor Program

If interested in participating:

Email supplierdiversity@wustl.edu and:

- 1) State your interest
- 2) Specify if there is a company and / or individual that you have a good relationship with that could be a good match for you.

*Please note at this time, this is exploratory only.

*All responses will be kept confidential.



Global / National Overview

- (3) More weeks Stay at Home Orders
- Improved testing
- Vaccine Research
- Companies adjusting production to support Covid efforts
- Economy strong last few years
- Citizens generally in good shape going into this Pandemic
- We will eventually win the war!



Keep in Touch

Stay Safe

Lean on Each Other

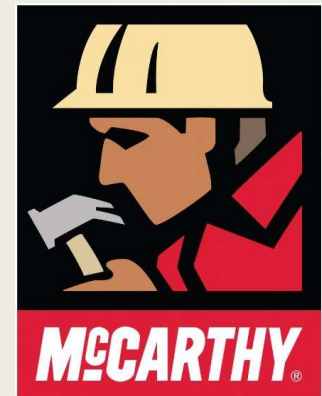
Together, We've Got This!



Thank you, Karl.

CLAYCO

THE ART & SCIENCE OF BUILDING



Washington
University in St. Louis

