



Grand Opening Celebration & Ribbon Cutting at our new location (208 South King Street, Leesburg) on Friday October 28th, 5:30p.m., with Leesburg Mayor Kristen Umstatt.

CEMETERY UPDATE

Riverside National Cemetery
(Riverside, CA)

Project is underway, we sent 10 current employees from our Florida project for this project. Our new site Manger, Jim Kitchens will be managing this project which is expected to last for 18 months. This is our largest cemetery project to date. Value is \$4.1 million over an 18 month period.

Barrancas Cemetery
(Pensacola, FL)

Thanks to the leadership of Brandon Norris who unselfishly relocated from Bushnell (FL) to Pensacola for the company. This project is now back on track and the customer is very pleased with KNIGHT SOLUTIONS performance on the job. Way to go Brandon!

Indiantown Gap Cemetery
(Anville, Pa)

Charles Walker has been doing a



BARRANCAS CEMETERY PROJECT

great job coordinating this job for a projected start date of 10/24. Mr. Walker will be the site manger for this job going forward.

Staunton and Balls Bluff
Cemetery (VA)

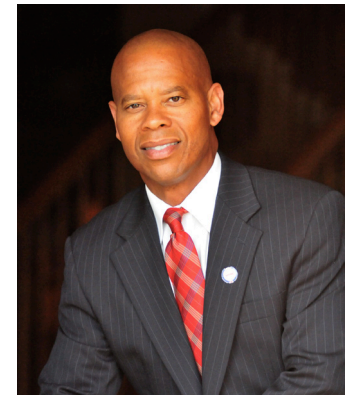
This is a new project with the same scope of work as our Richmond Cemetery. Therefore, we will be relocating some of our crew from Richmond to this site to assist with completion. So far this project is on track.

Ohio Western National Cemetery
(Seville, OH)

We had the opportunity to visit this project this past week and met with the customer whom was very pleased with the work KNIGHT SOLUTIONS has been doing at this site. In fact, the customer stated that he intends to support KNIGHT SOLUTIONS for future business. Congratulations goes out to the Ohio Western Team for an outstanding job!

Arlington National
Cemetery (VA)

KNIGHT SOLUTIONS has been awarded the Landscaping and Irrigation Project for the Arlington National Cemetery. This is our most prestigious contract to date. The press has contacted our firm



Kevin Knight
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CEMETERY CREW AT WORK

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CONSTRUCTION ON FACEBOOK

Building long-term relationships and trust
with our customers sets us apart

regarding coming out to the job to meet our local Veteran Team. We also hired our newest employee, Thomas Betts who will be the site Project Manager.

All other cemeteries are on track as planned. We are currently performing work at 14 cemeteries in 6 different states.

GENERAL CONTRACTING

We are currently performing GC work at National Institute of Health, and Smithsonian Institute. In addition, we will start our newest contract at the USDA this month. James Johnson, our firms dedicated corporate project manager, will serve as point person for these projects. Johnson has been with the firm for 1 year and is doing an outstanding job.

FURNITURE DIVISION

The director of Furniture Operations, Paul Robertson continues to generate new business. In fact, we were recently awarded a new multi-million dollar contract from the Army for the Pentagon

GSA SCHEDULE

Brian Hiland has been doing a great job managing our four GSA schedule contracts. This includes responding to RFP's and making sure that we are in compliance with all contracts. We currently offer Furniture, Project Management, Landscaping, cemetery maintenance, snow removal equipment, and construction equipment. We recently secured a new schedule which allows us to provide "Green Products" to the government for their construction building needs.



Human Resources News {pay increase}

With the growth in our business to over 50 employees, we were mandated that due to our size as a federal government contractor we offer a Health and Benefit plan to all employees. As a result, we directed \$3.50 from every employees compensations towards a Health & Benefit plan. With this deduction, Mr. Knight has been concerned about employees not having enough money for take home pay. Effective immediately, every hourly employee will receive a raise of \$1.50 per hour. It is our hope that this will assist employees with making ends meet in this challenging economy.

{staff changes}

Thomas Betts named Arlington National Cemetery Project Manager

James Johnson promoted from Assistant Project Manager to Project Manger

New Knight Solutions Office Team Members

Karen Sutherlin
Comptroller
Phone: 703-779-0904
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Amy Slye
Accounting/HR Administrator
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Knight Solutions Certifications

