



WILLIAM A. HAZEL, INC. UNVEILS NEW BRANDING

For over 50 years William A. Hazel, Inc. has been the leader in total site development throughout Northern Virginia. Today, we're pleased to announce the launch of our newest site that's been carefully developed over the past few months—introducing the brand-new William A. Hazel, Inc. website.

The new website is fully responsive providing for an excellent user experience across all devices. More importantly, it's our primary means for communicating who we are and what we do to our entire team, clients and prospective clients. It's the core visual expression of our new, evolved brand which features prominently our most significant unique selling proposition—our people.

"Yes, it's personal" celebrates the remarkable legacy of our most valued asset—you. We are a company of over 700 seriously dedicated people. So it goes without saying that as a team, we take each and every one of our client's projects seriously. We couldn't think of a better way to celebrate and thank you than to make the focus of our new branding all about you. We recognize that we wouldn't have accomplished the generational success without you.

FEATURED EMPLOYEE: FRANCISCO CASTELLON

FRANCISCO CASTELLON has a philosophy that guides his daily routine: "I'm laying a foundation of people, not just pipe."

Francisco, also known as "Paco," has been with William A. Hazel for 23 years. He's currently a Pipe Foreman, leading a crew that installs sewer/sanitary, storm sewer, and drinking water pipe.

Before coming to work here, Francisco worked in construction, and as a bartender in a couple of restaurants, but he wanted something more stable.

"One of my cousins worked for William A. Hazel back then, called me up and told me a position was available." He had a wife and a young toddler to support, and faced one other significant barrier to gaining secure employment:

"I didn't speak English very well back then," he said. "These guys still gave me a chance, and now I'm a foreman. I'm forever grateful to God first, then to the company."

As he moved up into leadership roles, he started thinking about how to help other employees in the same way he'd been helped.

"Every day I say, 'Good morning' to my guys, like I was raised. I want to make a personal connection with the people I'm leading, and even my supervisor. I want to be the one to ask, 'How's your family?' and mean it."



It's become such a routine among his crew that sometimes they'll come up to him at lunch and say, "Oh, I forgot to say, 'Good morning!'"

"I want to make sure I'm teaching everyone in the crew," he said, "and make sure everyone can do different stuff. That's a benefit for the company and for me, so we have a lot of people in the same crew to do different work." (Story continues on page 3.)

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FEATURED EMPLOYEE: FRANCISCO CASTELLON

And as a result? Two guys went to other companies to work as pipe foremen! “They’re over there shooting elevations, reading plans, doing all the construction things. One is even working for county government in Maryland!”

He beamed with pride.

When he’s not working, his favorite thing to do is spend time with his wife of 27 years, Jolanda. “She makes fun of me for it,” he laughed. “But I love to go shopping with her, or just take a drive through the countryside, looking at nature. You can understand

why we don’t get to spend a lot of time together on the weekends.”

That’s because Francisco is also a pastor.

He’s been with a local Spanish-speaking Pentecostal church for 17 years. However, in the past three years, he has taken classes, and stepped up into leadership.

He & Jolanda have three children: Michael, age 24; Nelson, age 21; and Rachel, age 16. Michael even worked with Francisco on the site for a while, but only on a temporary basis. He’s studying engineering now, and his dad couldn’t be more proud.

There’s only one thing he would change.

“Ten or fifteen years ago, there were 40 pipe crews. Thirty-nine of them were led by Americans, and I was the only Hispanic.” Francisco hopes to show other Hispanic men that they too, can work their way up into management roles.

“They [William A. Hazel] give opportunities to the ones who want to step up to the next level,” he said. “Someday, I would love to look around a gathering of company foremen, and see other Hispanic guys there.”



FEATURED EMPLOYEE: CLIFF MARSHALL

CLIFF MARSHALL said, as though it was nothing spectacular, “I started with Mr. William A. Hazel on June 22nd, 1977.”

In a culture where most people move jobs every 2-3 years, staying with a single company for forty years is a testimony both to Cliff’s work ethic, and his satisfaction with his job.

During the week, he’s a foreman for a “Punch Crew,” the group of workers who prepare the manholes, lay the pipe, install the valve & storm boxes, lay water lines, back fill curb & gutter, and clean up after the job is done.

“I’m basically a jack of all trades, master of none,” he said. “It is hard to describe everything I do.”

He didn’t start out wanting to be a leader. “I put in an application as a laborer.” However, he moved up over the years as his perseverance & dedication paid dividends. “I paid a lot of attention to the work and took a lot of pride in the work. It was an absolutely wonderful company to work for.”

He speaks with the most pride when he talks about his crew. “I’m proud of how they work as a team. We just have a good time, everyone laughing, talking, and getting the work done. That’s what life is all about.”

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For his 40th anniversary, William A. Hazel gave an appreciation day, where he handed out awards for every five years that an employee had been with them. Only one other worker has been with the company longer.

He even brought a family member into the fold! His niece’s husband, Brandon, works in the engineering department. He’s been with the company six years, and has his own five-year award.

On the weekends, Cliff enjoys bartending. “I work for a lady who owns a catering business, and we do a lot of weddings.”

He’s also married. His wife is Cornelia Marshall and they have three children: Clifton, 31; Courtney, 27; and Natallia, 16.

When he’s able to take a breath in his busy schedule, he loves to play golf. Every now and then, he’ll go pond fishing. Mostly, he’s looking forward to retirement, and focusing on keeping his health strong.

“I take it one day at a time, but I look forward to the day I can take it easy, tend bar, play golf, and just enjoy life.”

FEATURED PROJECT — LIBERTY

After 18 months of extremely hard work, which included moving 250,000 cy of earthwork and laying 46,000 lf of pipe, we have reached the first major milestone of development at the Laurel Hill project in Lorton, VA. With challenges both known and unknown before first stepping foot onto the site in 2015, we were eager to be presented with the opportunity to work on this project. Not only was this a flagship project for the county, who remained heavily involved throughout the process, but it was a signature project for the entire William A. Hazel team.

Originally established as the Lorton Reformatory in the 1920s and renamed Laurel Hill in 2002, this site was proposed for restructuring as a master planned community and approved as such in 2010. The unique nature of the project goes hand in hand with the history of the original structures and the integrity that needed to be maintained as a registered property on the National Register of Historic Places. When complete, the Liberty development will feature residential apartments, townhouses, single-family homes, and both office and retail space.

To be a part of a project of such magnitude presented many added challenges that mostly stemmed from working in and around the existing infrastructure in some parts of the site. Additional challenges not only included being aware of the safety for all crews involved, but also maintaining strict scheduling coordination with everyone



on site at the time. With a shared goal, open communication and teamwork were critical in the safety and success of the project.

As one of the largest and highest profile projects that we completed this year, our involvement included working both on the multifamily subsection, repurposing original structures for residential use, and the residential subsection where there was mostly new development. Our work in the first phase of development for Liberty was critical as the project took off. We performed extensive building and tunnel demo, worked on 11 bio-retention facilities, and 3 underground storage facilities during our time on site. Substantial work for the project was completed in June of this year. In addition to the earthwork and pipework, our crews also handled 18,000 lf of curb and gutter work and 22,000 tons of stone and asphalt throughout the duration of the project.



FEATURED PROJECT — LIBERTY (CONTINUED)

The performance and efforts of our team were impressive to say the least. If an obstacle arose, the immediate response from every individual was to get involved and roll up their sleeves. The challenges of completing this project were motivating and ultimately extremely rewarding. Not only was it an honor to work on this project, but also, it was certainly a pleasure to work with and alongside other notable companies and organizations including the Alexander Company, Elm Street Development, SmartSite, and many others. Additionally, we would like to thank our teams and crew members who worked on this project:

Project Manager – Doug Palatt

Project Superintendent – Kevin Ramey

Project Analyst – Kim Robertson

Clearing – Jesse Stringfellow

Earthwork – Darryl Franklin, Mike Wolf

Pipe – Gary Traynham, Jeff Welch, Doug Vandyke, Jose Gonzales

Stone – Ronnie Baker, Kelly Poston



Concrete – Welford Boone, Mike Kidd

Punch – Tommy Childress, Alan Lanham

004 Operators – Eddie Franklin, Charlie Walters, James Smith

If you would like to learn more about the history of Laurel Hill and future plans of the Liberty community, check out the media coverage from Urbanland and Fox5 DC. Thank you to our incredible team and congratulations on all of your hard work.

BLASTING FOREMAN MIKE MILLESON'S DAUGHTER EARNS THE SIDNEY R. JOHNSTON SCHOLARSHIP

William A. Hazel, Inc. is proud to announce that Virginia Milleson, daughter of Mike and Barbara Milleson was awarded the Sidney R. Johnston Trust Scholarship at the May 2017 HCCA meeting. The scholarship is awarded every year to an HCCA member employee dependent. The HCCA is the Heavy Construction Contractors Association and Hazel has been a member for 50 years.

Virginia Milleson earned the scholarship because of her stellar academic accomplishments, extracurricular school activities and community involvement. Virginia is now enrolled at West Virginia University in the Medical Program and is studying to become a Physical Therapist.

The Trust chairman Ron White said that "Virginia truly exemplified the kind of young person the Trust is proud to award the scholarship to. Virginia excelled at everything she did during her high school career".



+ SAFETY AWARENESS FOR EVERYONE +

As we near the holiday season, we think of family and friends, football, celebrations, gifts and giving.

The holidays are a time of joy, but they can also be a time of stress as we make our way through traffic, too much food and too much family time. Make sure your time is as enjoyable as possible with these ten tips to survive the holidays!

TOP TEN TIPS FOR A SAFE HOLIDAY SEASON

1. Inspect all cords and lights before using. Replace any light strings with broken or faulty lights.
2. Turn off tree lights when leaving the house.
3. Keep your tree watered and clear of open flames.
4. Avoid making your electrical strips and outlets a "Christmas tree" of plugs.
5. Follow instructions for proper defrosting and cooking of turkeys & hams.
6. Test and clean all furnaces and gas appliances before the holidays.
7. Schedule some quiet time to rest from family and feasting.
8. Add extra time to your holiday travels and expect delays to stress less.
9. Use precaution when dealing with snow and ice. Avoid overexertion and slips.
10. Recycle! Look for ways to recycle your used trees and wrapping paper.

HAZEL CARES WELLNESS COMMITTEE

With the upcoming holidays we at the HAZEL CARES Wellness Committee wish you and yours a safe and happy holiday season. While the holidays can be busy and happy times, they can be stressful as well. We encourage you to take care of yourself so you can enjoy the times together.

The following are tips to help maximize your time with family!

- Do something about one small piece of a bigger problem.
- Ask for help from family, friends, or community resources.
- Use exercise to reduce symptoms of stress.

- Do something enjoyable each day.
- Protect physical health by eating well.
- Enjoy family and food in moderation.
- Accept change as a natural part of life.
- Start now, start small! Don't wait for New Year's Day to make resolutions.

While the holidays are a big time for family, a few small steps can help make this the most enjoyable time of the year!



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