



PARACHUTE CONSULTING
STAFFING & SOLUTIONS
THE PREPAREDNESS PEOPLE

CAPABILITIES BRIEF 2021



Parachute Consulting LLC
2436 Bissonnet, Suite 2
Houston, Texas 77005
713.501.7793
parachuteconsultingllc.com

Capabilities Brief: Executive Summary

Parachute Consulting is a multi-disciplined firm comprised of dedicated safety, emergency response, rescue and medical professionals with many years of practical experience. Our diverse team includes physicians, safety managers, law enforcement officers, firefighters, paramedical specialists, OSHA experts and seasoned educators. We provide our clients with onsite medics, medical oversight, medical case management and protocols for land-based work. We also staff safety & rescue professionals for long or short work assignments. We offer emergency medical training, OSHA compliance assistance, and emergency preparedness drills, as well as courses, presentations and sage advice in all areas of health, safety and emergency response. We are proud and confident in our abilities to provide knowledgeable, enthusiastic staff and to deliver critical coursework. Our ultimate goal is to integrate ourselves into your team – to understand the needs of each job so completely that we seamlessly transition into our role and become an **ideal partner and trusted ally**.

The company is directed by **Sherri Luehr**, an accomplished businesswoman with more than 35 years in this industry. As a result of her vast experience and relationships, Sherri knows the intricate requirements of developing and growing a successful, efficient business and building a top-notch team. She has been honored with many achievement awards, including The Mayor's Award, Volunteer of the Year, in Houston. She is a past Chairman of the Board of Directors for The American Heart Association, where she continues her involvement with many committees, including the serving as the Chair of the Gulf Coast CPR Task Force. Sherri is also a current board member with Houston Women in Highway Construction. A graduate of Texas A&M University and a 35-year Emergency Medical Technician and former Firefighter, Sherri has held director level positions with The Woman's Hospital of Texas and The Pritikin Health and Fitness Center. She owned and managed The Luehr Group, Inc. for 13 years, until she chose to merge the firm with Cintas and create a new division, Cintas First Aid and Safety. She and her Parachute staff have cultivated relationships with more than 1,000 clients and maintained these alliances through constant communication and attention to the smallest details.

Parachute benefits from the guidance of several talented members of our leadership team. **Erica Gerth, Vice President of Client Relations**, brings discipline and determination from her background as an elite athlete to her tasks at Parachute. She had a prosperous career in sales and real estate before turning her attention to business development and client relations within our company. She is renowned for her ability to listen and learn, then craft an outline of possible solutions. Erica's bond with our many clients is a critical component of our success. **Doug Rogers, Vice President of Operations**, is a veteran of the US military, fire service, emergency medicine and safety. He has guided teams and protected communities as a Fire Chief, steered safety crews on complicated construction projects, coordinated disaster rescues as an EMS Director and saved countless lives as a flight Paramedic. Doug holds a Bachelor of Science from The University of Texas San Antonio and he is a nationally registered Paramedic, in addition to his many safety certifications. His is a calm, reassuring presence that is felt by everyone. **Bryan Foti, Director of Rescue Services**, brings a similar business pedigree, with many years of law enforcement, emergency response, safety and rescue experience throughout his career. Bryan is widely recognized for his keen eye for detail and sharp focus on safety. He is admired and respected by Parachute and our clients for his ability to craft the perfect lineup for any job, then change a jobsite crew into a *team*. All of our directors, managers and team members are loyal, dedicated professionals, and we work together to ensure that Parachute continues to be a solid, successful business.

Parachute Consulting is a member of the American Society of Safety Professionals, American Wind Energy Association, National Safety Council, The Houston Area Safety Council and The Houston Business Roundtable. We maintain a rating of **A** with **ISNetworld, Avetta, Textura** and other vetting systems. We are an American Heart Association Platinum Fit-Friendly company (2013 – 2020). We are a member in excellent standing with the Better Business Bureau, a BBB Award of Excellence Winner each year since our inception (2012 – 2020), and a certified Women's Business Enterprise.



Our mission: Parachute was created to offer lifesaving advice, delivered by people that you cannot wait to hire. We will prepare you for the worst by engaging you in the best possible way.

Goals and Objectives: Our goal at Parachute is to craft a healthy, successful company that anyone would want to work for, and everyone will want to work with. We want loyal fans to share our message with everyone they encounter. We grow the business through relationships – by joining your team and truly understanding our role, then delivering more than expected. Every time.

Business Philosophy: How you do anything is how you do *everything*. Do it right.

Our Promise: We're only happy when you're happy.

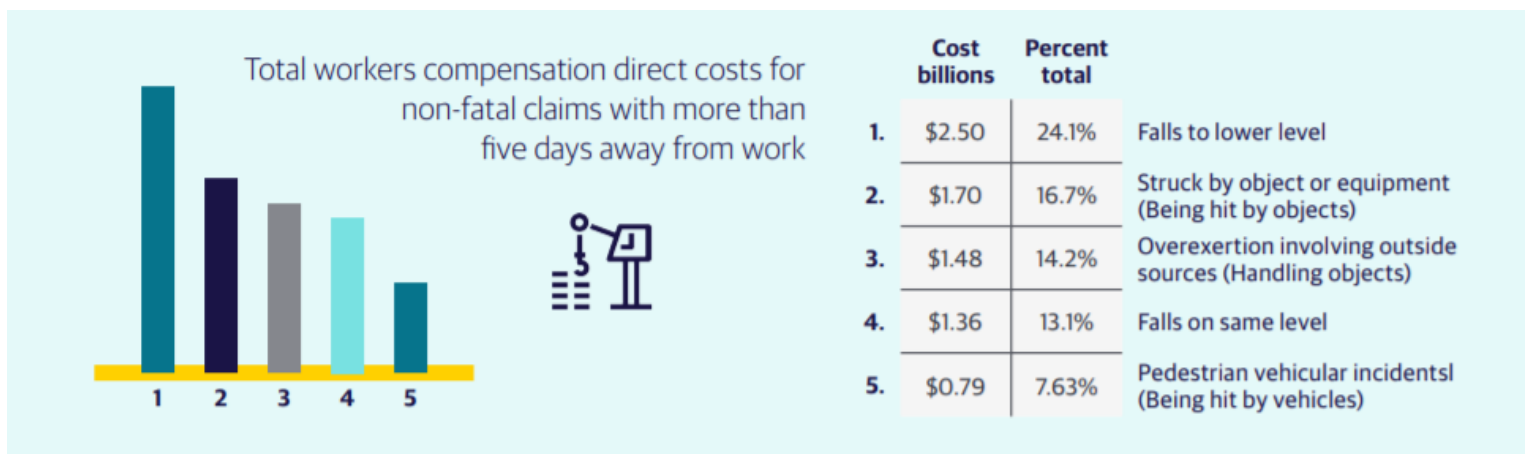
Our Bottom Line: *We mean it.*

Our Industry: Parachute is in a unique position because everyone needs what we have. There is NO substitute for preparedness, and there is no Plan B when human life hangs in the balance. The only reasonable method to avoid catastrophe is preparation. So we assist our clients with strategies and people to protect health and life, and we believe that our target audience is *everyone*.

Trends in health and safety indicate this:

- Each year there are nearly 4 million workplace injuries in the U.S. (2.8 million recordable cases, including 5,147 deaths in 2019; Bureau of Labor Statistics)
- On a typical day, 9,000 U.S. workers sustain disabling injuries, and, tragically, 15 die. (Center for Disease Control and Prevention)
- The total cost of injuries and death in the U.S. is expected to be nearly \$151 billion this year. (National Safety Council)
- Direct U.S. workers compensation costs were a staggering \$60 billion in 2019. (Liberty Mutual Workplace Safety Index)
- ***The cost of chronic disease makes up more than 90% of the \$3.8 trillion health care costs in the U.S. (Centers for Disease Control and Prevention)***

2020 Data:



Services and Capabilities

Parachute Consulting proudly delivers the following major service offerings:

- Emergency Medical, Safety & Rescue Personnel Staffing and Placement
- Health and Safety Training
- Business Consulting Solutions

PERSONNEL STAFFING & PLACEMENT

Emergency Medical Response Personnel Placement

Parachute employs certified, experienced ***emergency medical technicians and paramedics*** for land-based emergency response. Our typical clients: engineering or construction firms, often in the chemical/petrochemical or renewable energy (wind/solar) industries; large adventure theme parks or waterparks; industrial manufacturing plants; distribution centers. Our Medical Director is board certified in Occupational Medicine with a Master of Public Health; he is an authority in telemedicine and remote medical care. Our physician and his team are available any time to consult with our medics and ensure appropriate medical care via in-person visit, telemedicine video chat, or telephone call. They are supported by a talented staff of case managers, therapists, and technicians, and our partnership results in a perfectly balanced team to manage any situation.

REMOTE EMERGENCY MEDICAL MANAGEMENT:

Parachute has the staff and experience to develop a comprehensive onsite medical facility for preventive and response assistance. We assist our clients in determining and selecting the best medical personnel for each job. Some of our valuable, convenient services:

- Emergency medical staff
- Medical direction, custom site protocols
- Responsible case management
- Covid 19 screening, testing and surveillance
- MEQs, respiratory fit testing
- Medical equipment and consumables
- Dedicated site ambulance vehicles
- Fully functional clinics (stationary and mobile); patient care transport carts
- Health and safety training for site crews
- Preventive health (flu shots, diabetes management, etc.)
- Drug and alcohol screening
- Electronic medical records (HIPAA compliant)



Safety Professional Staffing

We employ skilled **safety professionals** (techs, managers, project safety representatives) with extensive experience and degrees/certifications that include AAS and BS degrees, NCCER, COSS, ASP and CSP. Some of our responsibilities include facilitation of safety meetings, JSAs/JHAs, target audits, new hire orientation and tracking/reporting of leading indicators. We have an **A** rating in ISNetworld, Avetta, Textura and other vetting systems. Our medical and safety teams always join forces – each is qualified to assist the other. All are ready with TWIC cards, HASC Basic Plus certification, OSHA 30 Hour certification, and more. We are safety cheerleaders – we want everyone on a site to live and breathe the safety culture, and we never let our guard down. We insist on being the first workers on a job site each day, and the last to leave – we never clock out! We accept short term and long-term assignments including plant/site construction, renewable energy construction (wind, solar), power plant outages, shutdown/turnarounds, disaster support, and special events.



Rescue Services

Our rescue team is comprised of experienced, certified professionals (OSHA 29 CFR 1910.146; NFPA 1006,1670; Level 1 FERC; HAZMAT, HAZWOPER) with extensive rescue, safety, fire service and emergency response backgrounds. All are cross-trained and understand their dual roles as safety technicians and rescue personnel. Our company trailers are fully stocked with the best, most current equipment, including MSA 4X & 5X units, and drones.

- High angle rope access/Low angle rope access
- Confined space rescue
- Entrapment/engulfment response





HEALTH AND SAFETY TRAINING:

Parachute instructs courses from The American Heart Association, The National Safety Council, Medic First Aid, The Texas Department of State Health Services, The National Registry of EMTs, the Texas Education Agency (TEA), Homeland Security and the Occupational Safety and Health Administration (OSHA) among others. We have approved programs and certified Instructors for each of these organizations. We have also developed proprietary coursework and materials for certain subject areas that we utilize independently and within these standard classes. We offer most courses in English or Spanish.

Health and preparedness courses include, but are not limited to:

- Cardiopulmonary Resuscitation (CPR), First Aid, Advanced First Aid, AED, Bloodborne Pathogens
- Emergency Care Attendant (ECA/EMR); Emergency Medical Technician – Basic (EMT)
- Emergency Preparedness
- Oxygen Administration

Safety services and presentation topics and programs include, but are not limited to:

- **Bullex Digital Fire Extinguisher**
- OSHA 10 Hour/OSHA 30 Hour
- Safety Audits and Walkthroughs
- Hazard Communication
- Accident Investigation
- Confined Space Awareness
- Forklift Operations
- Fall Protection
- MEQ/Respiratory Protection
- Lockout/Tagout
- Office Safety
- Personal Protective Equipment
- Back Care and Injury Prevention
- Emergency Preparedness Drills
- Smoking Cessation
- Exercise and Fitness Programs
- Holiday Safety
- Travel Safety
- Preventing Illness
- Stress Management
- Workplace Violence
- Men's/Women's Health Issues
- Dining Out Healthfully
- Grocery Store Tours
- Heart Disease Prevention
- Diabetes Prevention and Management
- Back to School Guidelines
- Nutrition Basics
- Family Health Guidelines



We ensure the safety of our team and our clients with proper PPE/BSI for all courses, and adherence to Covid 19 protocols at all times.



BUSINESS CONSULTING SOLUTIONS:

We have an extensive **Ergonomic Wellness Program**, currently being utilized by several of our corporate, industrial and theme park clients. The corporate program features individual ergonomic assessments, a site review and remediation report, assistance with furniture and equipment acquisition, and a wellness plan. Our industrial and theme park program includes a comprehensive site assessment, with task analyses, and our unique **ErgoScout® Consulting and Training**, to create a company team and a safer, healthier work environment.



We have a comprehensive **Workplace/School Safety Program**, led by our law enforcement team:

- Safety manual and policy generation (SOPs, EAPs, EOPs)
- Business/school continuity plans
- Workplace Violence and Active Shooter Preparedness training
- Self Defense workshops



Our **Pandemic Solutions** Resiliency Team is comprised of our Medical Director, emergency response professionals, licensed paramedics, and certified safety experts. We have the experience and resources to guide the constantly changing business landscape of the COVID-19 pandemic. We monitor the current situation diligently and are prepared to offer remote or onsite services for critical work functions. Parachute Consulting is committed to helping our clients as they safely navigate into post-pandemic work conditions, featuring:

- Onsite Covid 19 screening & testing. Our medical team evaluates employee waivers, checks temperatures and oxygen saturation levels, then provides FDA EUA-approved Carestart Covid 19 rapid tests, with our custom software and app. This solution allows us to provide non-invasive, reliable, credible tests for our clients, then continue our support for tested candidates with the downloadable app. The app is HIPAA-compliant and confidential, and it displays test results to be shared by the candidate with an employer or physician. The app also relays critical resources, including suggestions for nearby clinics for follow-up and Covid 19 vaccination availability, recommendations for contact tracing, reminders for additional medical procedures, and more. We can provide a wearable to track the app also!
- General safety consulting: site audits, development/revision of company SOPs and safety manuals, emergency response training, pandemic preparedness and response, business continuity planning
- Return-to-work, resiliency & leadership presentations & workshops
- Personal protective equipment training and recommendations
- Assistance with administrative control policies for social distancing at work



MOBILE & EVENT EMERGENCY MEDICAL MANAGEMENT: FIRST AID BAR® and PPE POP UP BAR®:

Parachute provides emergency medical personnel and equipment for events and functions. We also staff recreation facilities, such as water parks, motor sport venues, concert halls and other high-traffic sites on a part time or full time basis. We have SidelineER mobile clinics, and supplies to fit any activity. Our **First Aid Bar®** is a fantastic way to ensure the safety of your guests with a festive theme and a thoughtfully-considered supply pack (cell phone chargers, hand warmers – we think of everything!) It is an event **GAME CHANGER!** Firstaidbar.com

Our latest pivot, **PPE Pop Up Bar®**, allows our clients to return to work safely. We bring masks, gloves, hand sanitizer, handwashing stations, and infrared thermometers, Covid 19 rapid tests – everything necessary to get your team back to work. Ppepopubar.com



Operations

LEGAL:

Parachute retains general liability, professional liability and auto insurance with appropriate levels of coverage for our business; we also have worker's compensation coverage. During specific work, we function under our Medical Director's malpractice policies. We have corporate legal counsel and a professional CPA firm on retainer.

CLIENT REFERENCES:

We are the emergency response partner for the **YMCA of Greater Houston**, serving 35+ locations from Conroe to Galveston, Katy to Alvin. We provide training and consultation to all **YMCA** locations.

We are the medic force for **Typhoon Texas Waterparks**, managing safety and emergency medical response for the company's facilities. We have ensured the safety of 2M+ visitors since the 2016 inaugural summer season, and we are their partners for Winterfest and all other operations. 2021 will mark our sixth year as TTW's trusted partner.

We also have a partnership with **W. W. Grainger, Inc.** **Grainger** is a Fortune 500 industrial supply company founded in 1927 in Chicago. Grainger serves more than 3 million customers worldwide with safety supplies and services including inventory management and technical support and, through their relationship with Parachute Consulting, emergency response and safety training and consulting. Grainger has a network of 598 branches, online channels and a robust supply chain including 33 distribution centers.

Parachute also has business relationships with many reputable firms throughout the United States and Mexico, including: Vestas American Wind Tech, Entergy, Texas Children's Hospital, Kiewit, The Boldt Company, The US Government, BP, Igloo Corporation, Maersk Drilling/Maersk Oil, CGG, BHP Billiton, Talisman Engineering, Halliburton, KBR, The City of Houston, Cameron, National Oilwell Varco, Matrix Solutions, Bechtel Corp, Baylor College of Medicine, Baker Triangle, TSU, John L Wortham & Sons, The Houston Food Bank, Greater Houston Dental Association, EMS USA, Partners in Building, Mobile Modular, GI/SGC Energia, HSEI, Martin Marietta, Boise Cascade, Pentair, Friedkin Inc./Gulf States Toyota, TPC Group, Sempra LNG, Energy Transfer, George R Brown Convention Center, International Forest Products, EDF Trading, Bray Controls, Garner Environmental, DXPE, Harris County Health, Safety by Design, Memorial Hermann Hospital System, TAS, Atlas Copco, The Alley Theater, The Houston Ballet, Calumet Specialty, San Jacinto College District, The Federal Reserve, EDP Renewables, Comicalooza, Katoen Natie, Houston Ultimate Frisbee Community, MD Anderson Hospital, Ameriforge Global, Conoco Phillips and many others. We would love to work for *you!*

