



PARACHUTE CONSULTING
STAFFING & SOLUTIONS
THE PREPAREDNESS PEOPLE

CAPABILITIES BRIEF 2023

PARACHUTE CONSULTING
STAFFING & SOLUTIONS



Inc.
Company Profile

No.39
Parachute Consulting
Fastest-Growing U.S. Companies



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Parachute Consulting Staffing & Solutions

Confidential & Proprietary Information

Capabilities Brief: Executive Summary: *We Keep Your Team Safe While You Build.*

We chose our name to represent our constant support of our team & our clients – we are the safety net that everyone needs. **Parachute Consulting Staffing & Solutions** is a multi-disciplined firm comprised of dedicated safety, emergency response, rescue & medical professionals with many years of practical experience. Our diverse team includes safety project managers, firefighters, physicians, paramedical specialists, OSHA experts & seasoned educators. We provide our clients with experienced safety professionals to manage project workflow and/or rescue missions for long or short assignments. We also provide onsite medics & medical oversight, case management & protocols. We offer courses, presentations, & sage advice in all areas of health, safety & emergency response. We are proud & confident in our abilities to provide knowledgeable, enthusiastic staff & 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 & become an **ideal partner & 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 & relationships, Sherri knows the intricate requirements of developing & growing a successful, efficient business & 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. Sherri is also a board member with Houston Women in Highway Construction. A graduate of Texas A&M University & a 35-year Medic & former Firefighter, Sherri previously held director level positions with Fortune 500 companies; she owned & managed The Luehr Group, Inc. for 13 years, until she chose to merge the firm with Cintas, creating a new division, Cintas First Aid & Safety. She & her Parachute staff have cultivated relationships with more than 1,000 clients & maintained these alliances through constant communication & attention to the smallest details.

Parachute benefits from the guidance of several talented members of our leadership team. Some highlights: **Erica Gerth, Vice President of Client Relations**, brings discipline & determination from her background as an elite athlete to her tasks at Parachute. She had a prosperous career in sales & real estate before turning her attention to business development & client relations within our company. She is deeply involved in the safety culture, currently serving as the Membership Director for ASSP, Gulf Coast. She is renowned for her ability to listen & learn, then craft an outline of possible solutions. Erica's bond with our many clients is a critical component of our success. **Doug Rogers, Chief Operations Officer** is a veteran of the US military with a background in fire service, emergency medicine & safety. He has guided teams & protected communities as a Fire Chief, steered safety crews on complicated construction projects, coordinated disaster rescues as an EMS Director & saved countless lives as a flight Paramedic. Doug holds a Bachelor of Science from The University of Texas San Antonio. His is a calm, reassuring presence that is felt by everyone. **Alice Walker** is our **Chief Financial Officer**. Alice is a gifted strategist & the architect of our financial blueprint. Her careful management of our budget & her good governance practices have paved the way for our tremendous growth through shrewd fiduciary strategies. We benefit from her Bachelor of Science degree from Rice University & MBA from The University of Texas, & from her patience & brilliance. **Dana Lyons, our Quality, Safety & Environmental Supervisor**, brings a wealth of knowledge & the highest level of work ethic to our team. She is an experienced Medic & a true safety professional. She is widely recognized for her keen eye for detail & sharp focus on operational excellence. She is admired & respected by Parachute team members & clients alike. All of our directors, managers, supervisors & team members are loyal, dedicated professionals, & 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 Clean Power, National Safety Council, The Houston Area Safety Council & The Houston Business Roundtable. We maintain a rating of **A** with **ISNetworld, Avetta, Textura, SAP Ariba, NCMS, Veriforce** & other vetting systems, and we maintain an excellent rating in Dun & Bradstreet. We are an American Heart Association Platinum Fit-Friendly company. We are a member in excellent standing with the Better Business Bureau, a BBB Award of Excellence Winner each year since our inception, the BBB 2021 Pinnacle Award winner (best in the business), and a certified Women's Business Enterprise.

In 2022, Inc. Magazine recognized Parachute as # 39 in the fastest growing US companies.

Go ahead, take the leap. We've got you.



Our mission: Parachute is an award-winning company created in 2012 offering lifesaving advice & personnel that you cannot wait to hire. We will prepare you for the worst by engaging & protecting you in the best possible way.

Our Goals & 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 to **RADICALLY IMPROVE THE SAFETY OF EVERY WORKSITE**. We grow the business through relationships – by joining your team and truly understanding our role, then delivering more than expected. Every time.

Our 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.*

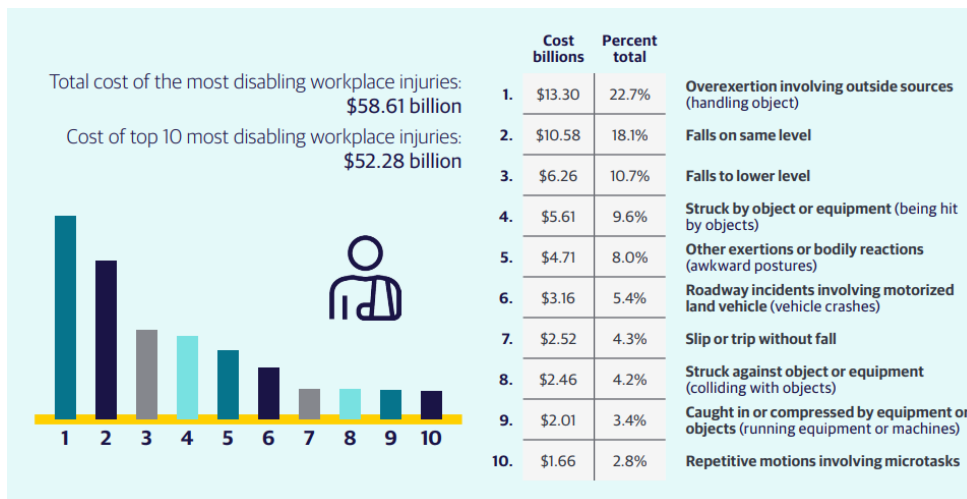
This is us:



This is reality:

- Each year there are nearly 4 million workplace injuries in the U.S. (2.6 million recordable cases, including 4,764 deaths in 2022; 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 \$164 billion this year. Each workplace death resulted in \$1.4M in costs. (National Safety Council)
- Direct U.S. workers compensation costs were a staggering \$60 billion in 2020. (Liberty Mutual Workplace Safety Index)
- This year the projected number of workdays lost to current and past work-related injuries in the US is 50,000,000.
- **The cost of chronic disease makes up more than 90% of the \$4.1 trillion health care costs in the U.S. (Centers for Disease Control and Prevention)**

2022 Data: U.S. businesses spend more than one billion dollars per week on nonfatal workplace injuries



Why Parachute?

We know how difficult it can be to find great employees. And we understand the expense of employee benefits, training, and support – whether your company is growing or experiencing a slower period, you always need the right team to keep everyone safe. Do you want your Project Managers, Engineers and PICs to be burdened with basic daily tasks, or would you rather give Parachute your marching orders and know that everything will be completed, exactly as you want? We are not a temporary staffing company; we invest in our full-time team and build loyalty, which is a major reason for our success. When comparing Parachute to other vendors, apples-to-apples, you will find that our apples are superior, because we:

- provide real-time, consistent support for our field professionals via our leadership team.
- provide outstanding personnel with emergency medical response/fire backgrounds, in addition to extensive safety experience.
- provide basic first aid assistance, equipment and supplies for our safety team (at no extra cost to our clients) to avoid expensive, time-consuming trips to a clinic. We also have a medic team for remote or high-risk projects.
- provide extra safety eyewear, gloves and other items as needed to keep the work moving forward if a worker forgets or damages his/her PPE, with no extra cost to our clients.
- provide safety meetings, onsite training certifications and new hire orientation according to your company policies and procedures.
- provide site equipment checks as requested (AEDs, fire extinguishers, etc.)
- provide assistance with site traffic, ensuring that workers, vendors and visitors are properly documented and managed and that everyone drives safely.
- provide the motivation and coaching that is necessary to make crews into *teams*. Our Safety Challenge Coin Program adds a positive element to improve the safety culture on every site.
- provide an economic, simplified fee structure, to avoid the stress of counting daily hours.
- provide overall project flow management, so that your busy team may focus on their strengths and leave the general daily site flow to us.



Parachute Consulting is your project flow managing, PPE enforcing, safety overseeing, injury stabilizing/clinic visit avoiding, pandemic protecting, auditing, permit reading, morale boosting, traffic controlling, response plan creating, JSA/JHA writing, leading indicator tracking, team building, finish on time and under budget company.

This is not our first rodeo. Leave it to us.

Want to work with the **BEST**? Does your company:

Have integrity? Work safely every day?

If this describes your company, we can help. Whatever you are building, we will make it better!



Services and Capabilities

Project Flow Management; Safety Professional Staffing

On any work project, everyone will be tasked with working safely. The problem is, not everyone will do so. The best way to avoid common traps, such as safety ponzi schemes (everyone blaming everyone else, up and down the chain of command), especially on projects with multiple contractors and vendors including unionized teams, tight budgets and tight schedules is to designate a central project flow manager. Parachute's skilled **safety professionals** (techs, managers, QSEs) come with extensive experience and degrees/certifications that include AAS and BS degrees, NCCER, COSS, GWO, ASP and CSP. We provide regular continuing education in all areas, and a focus each year on cutting-edge systems, such as human performance in safety. Some of our responsibilities include facilitation of safety meetings, JSAs/JHAs, target audits, new hire orientation and tracking/reporting of leading indicators. Our medical and safety teams always join forces – each is qualified to assist the other. All are ready with TWIC cards, Basic Plus certifications, OSHA 30 Hour certifications 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 accept short term and long-term assignments including construction (new or expansion), BOP/CIM/OEM renewable energy projects (wind, solar), power plant outages, shutdown/turnarounds, disaster support, and special events.



Rescue Services

Our rescue team is comprised of experienced, certified **rescue professionals** (OSHA 29 CFR 1910.146; NFPA 1006,1670; Level 1 FERC; HAZMAT, HAZWOPER) with extensive rescue, safety, fire service & emergency response backgrounds. All are cross-trained & understand their dual roles as safety technicians & rescue personnel. Our company trailers are fully stocked with the best, most current equipment, including MSA 4X & 5X units, & drones. We provide stand-by professionals for high angle/low angle rope access, confined space rescue & entrapment/engulfment response.



Emergency Medical Response Personnel

Parachute employs certified, licensed, experienced **emergency medical technicians, paramedics & registered nurses** for emergency response. Our typical clients: engineering or construction firms, often in the chemical/petrochemical or renewable energy (wind/solar) industries; power companies; 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 & remote medical care. Our physician and his team are available any time to consult with our medics & 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, & technicians, & our partnership results in a perfectly balanced team to manage any situation. Parachute has the staff and experience to develop a comprehensive onsite medical facility for preventive & response assistance. We assist our clients in determining and selecting the best medical personnel for each job. Some of our package components:

- 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
- Preventive health (flu shots, diabetes management, etc.)
- Electronic medical records (HIPAA compliant)
- Fully functional clinics (stationary/mobile)
- Patient care transport carts
- Drug & alcohol screening
- Health & safety training for site crews

Mobile & Event Emergency Medical Management: FIRST AID BAR®; 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 fulltime 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 guests with a festive theme and a thoughtfully-considered supply pack (cell phone chargers, hand warmers – whatever fits the event.) **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 - everything needed to get your team back to work. **ppepopubar.com**.



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 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.

- Cardiopulmonary Resuscitation (CPR), First Aid, Advanced First Aid, AED, Bloodborne Pathogens
- Emergency Preparedness
- 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
- Oxygen Administration
- Holiday Safety
- Travel Safety
- Preventing Illness
- Stress Management
- Workplace Violence
- Men's/Women's Health Issues
- Dining Out Healthfully
- Exercise & Strategies
- Heart Disease Prevention
- Diabetes Prevention and Management
- Back to School Guidelines
- Nutrition Basics
- Family Health Guidelines

BUSINESS CONSULTING SOLUTIONS:

We have an extensive **Ergonomic Wellness Program**, ErgoScout®, featuring individual ergonomic assessments, a worksite review and remediation report, assistance with workplace design and equipment acquisition, staff training and a wellness plan.



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



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, each 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 also have a partnership with **W. W. Grainger, Inc.** **Grainger** is a Fortune 500 industrial supply company founded in 1927. Grainger serves more than 3 million customers worldwide with safety supplies and services including inventory management. Parachute provides safety project management, safety training and consulting through Grainger's network of 598 branches, online channels and 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, Marathon Oil, TSU, John L Wortham & Sons, The Houston Food Bank, Greater Houston Dental Association, EMS USA, Partners in Building, Mobile Modular, HSEI, Martin Marietta, Boise Cascade, Pentair, Friedkin Inc./Gulf States Toyota, TPC Group, Sempra LNG, Energy Transfer, Shell Oil, 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, Texas Instruments, The Federal Reserve, EDP Renewables, Comicpalooza, Katoen Natie, Alaska Native Medical Center, ExxonMobil, Houston Ultimate Frisbee Community, Air Liquide, MD Anderson Hospital, Ameriforge Global, Conoco Phillips, Amazon, CAMS, Primoris, Swift Current Energy, Saulsbury, Vaughn Construction and many others.

