

Safety Council of SWLA 2009 Fall Board Meeting

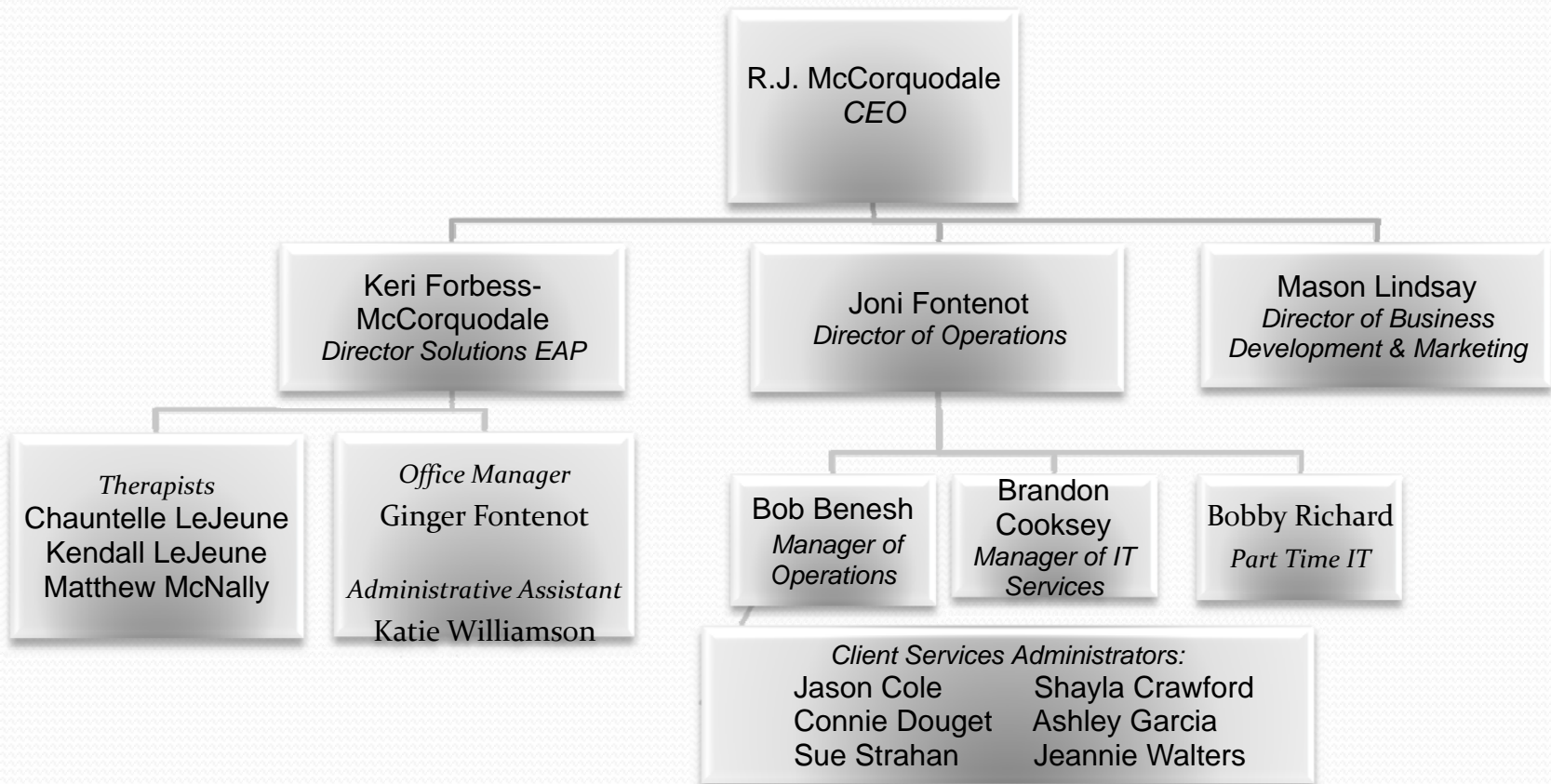


RESTRUCTURE

WE RESTRUCTURED OUR ORGANIZATION THIS YEAR

- THE OBJECTIVE IS TO CONTINUE MOVING AWAY FROM COURT SIDE – TRAINING SIDE AND HAVE ALL OF OUR FRONT COUNTER PERSONNEL COMFORTABLE WITH HANDLING ALL ASPECTS OF OUR BUSINESS
- A COMPREHENSIVE “EMPLOYEE MANUAL” IS IN DEVELOPMENT TO ASSURE EACH REPRESENTATIVE HAS A REFERENCE TO USE IN HANDLING ISSUES AND WILL BE USED AS A TRAINING GUIDE FOR NEW HIRES
- A MAJOR UPGRADE TO OUR WEB SITE IS BEING WORKED ON BY OUR INTERNAL IT PERSONNEL
- A MAJOR UPGRADE OF OUR WEB REGISTRATION PROCESS IS ONGOING BY OUR INTERNAL IT PERSONNEL TO SIMPLIFY UTILIZATION BY OUR CUSTOMERS AND ADDRESS OUR EXPANDED SERVICES

ORGANIZATION CHART



BUSINESS ITEMS

- NO LAYOFFS - BUT TWO EMPLOYEES NOT REPLACED WHO LEFT FOR RELOCATION
- 3.5% MERIT INCREASES IN 2009
- COLLECTION OF OUTSTANDING \$16,000 FROM A CONTRACTOR WHO WAS IN ARREARS
- DIVERSIFICATION OF OUR BUSINESS -COURT-SOLUTIONS-SPECIALTY TRAINING- HAS HELPED US MAINTAIN OUR SECURITY AND A POSITIVE FINANCIAL BALANCE
- REFINANCED OUR LOAN FROM A VARIABLE TO A 4.8% FIXED
- 18 EMPLOYEES
 - 15 FULL TIME
 - 3 PART TIME

FINANCIAL STATUS

- \$250,000 + CD MID – SOUTH BANK
- \$ 75,000 + SAVINGS ACCOUNT JEFF DAVIS
- \$ 75,000 + BALANCE JEFF DAVIS CHECKING
- \$ 570,000 + MERRILL LYNCH INVESTMENTS
- \$475,000 BALANCE JEFF DAVIS LOAN