



March 12, 2019

We at Air Solutions Heating and Cooling are a locally owned and operated HVAC business that was started in 2013 by Jimmy Davis and Richard Cook. With only a home garage as our initial office base, we hit the ground running! We worked hard to build our business and provide quality installation and heating services as best we could. Over the last 6 years our company has grown our business to 23 employees operating 16 vehicles, specializing in residential change-outs and new construction for over 3000 customers.

We operate with a sense of urgency for every customer's needs. Our 24 hour on-call service technicians make sure that when someone calls, day or night, their questions are answered or their needs are met in the most timely manner possible. In an effort to be thorough from start to finish, we follow up with customers to make sure they had the best experience and service possible, or ask how their experience could have been better. This helps us modify and improve the ways in which we serve our future clients.

With the company growing at such a rapid pace it has created certain challenges for us. We have had to become adaptable in order to quickly figure out and put the correct people and procedures in place to make sure things operate smoothly. Rapid growth also creates a financial burden to keep up with the need for additional vehicles and equipment.

In an effort to reach a variety of consumers, we have used a different approach to advertising than the other competitors in our town. Through the use of social media and social media giveaways, we have created a fun platform for interaction with both our current and potential customers. We were also one of the first companies in town to wrap our vehicles for full exposure of the services we provide.

Aside from providing our typical residential HVAC needs, we have also had the privilege of serving some local churches, schools, as well as the City of Sumter facilities. We at Air Solutions are honored to employ veterans, as well as participate in the military appreciation picnic put on by Shaw Air Force Base to show our support of troops and their families both locally and abroad.

We take part in multiple community events that reach both globally and locally. We have been honored to have donated over \$10,000 in the last 12 months to such causes. Some of those community events include Sumter Feeds My Starving Children MobilePack, where we donate monetarily as well as volunteer a couple of hours to help pack hundreds of meals for some of God's hungriest children around the world. In November we participate in Operation Christmas Child by providing boxes filled with necessities and fun items to encourage and spread the Gospel to children worldwide. As far as local community outreach, we sponsor and provide HVAC services to the Sumter Pregnancy Center who strive to support and educate women and men undergoing unplanned pregnancies. We also donate to the American Heart Association through various local events such as the always fun Sumter Derby Day. We also participate in the Festival of Trees at Christmas time, which is put on by The Tuomey Foundation and benefits such services as Hospice Care provided by Prisma Health Tuomey.

Air Solutions has been an active member of the Greater Sumter Chamber of Commerce for the last 5 years, with one of our owners serving on the Board of Directors. Additionally we serve as President's Club members at the Chamber which allows us to be a part of the events they put on such as the Commander's Breakfast, Business After Hours, and the Legislative Breakfast. We also look forward to attending the Annual Gala put on by the Chamber every year.

In response to our efforts to provide quality service and products to the Sumter community, we have been honored to receive several awards. Air Solutions was recognized for receiving a Trane "Top 10" award (2017 and 2018) as well as a Trane SOAR award (2017) for outstanding growth in HVAC sales. As a result of Trane seeing our growth and potential, we were given the opportunity to be an exclusive installer for the Lowe's store of Sumter.

Co-owner Jimmy Davis was recognized and awarded as one of the "20 under 40" in 2018, while co-owner Richard Cook was nominated as a member of the Tuomey Fellows program in 2018.

While we very much enjoy meeting the immediate needs of our customers, we also strive to minimize our environmental footprint. We do this by selling high efficiency equipment that has smaller power consumption. As is the case when working in the HVAC industry, we often come across several units that have refrigerant leaks that are hazardous to the environment. As a rule, we make sure that it is always brought to our homeowner's attention and recommend a repair or replacement option before we move forward. We have equipped all of our installers and technicians with electronic leak detectors to check for any hazardous leaks while on the job. We also pump down and recover refrigerant from all of our older units and have a separate group of employees that break the units down and recycle every piece of the equipment. We also give the homeowners information to make sure they know to have their units serviced/checked yearly for refrigerant leaks and carbon monoxide detection.

While we are proud and honored to serve the community of Sumter, we also recognize that we could not do it without the hard work and commitment of our employees. We are very grateful for the loyalty and ownership we see within our staff and technicians. In order to increase their abilities and confidence, we make sure our employees get the most training possible to keep up with any new products and/or technical updates. Employee camaraderie is something we attempt to promote by use of recreational activities such as a quick game of paintball or basketball when we can. We also try to encourage healthy lifestyle choices and have had some employees commit to a "no-smoking pact" and "better food choice wagers" all in good fun and support of each other!

We are honored for your consideration of Air Solutions Heating and Cooling for the 2018 Small Business of the Year award.

Thank You
Jimmy Davis