Third Quarter 2019 Earnings Call

November 15, 2019

Forward Looking Statements

We make forward-looking statements in this press release within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements relate to expectations or forecasts for future events, including, without limitation, our earnings, Adjusted EBITDA, revenues, expenses, backlog, capital expenditures or other future financial or business performance or strategies, results of operations or financial condition, and in particular statements regarding the ability of the Company to successfully remedy the issues that have led to write-downs in its Mid-Atlantic branch and the benefits expected by the Company's new senior secured credit facility and revolving credit facility. These statements may be preceded by, followed by or include the words "may," "might," "will," "will likely result," "should," "estimate," "plan," "project," "forecast," "intend," "expect," "anticipate," "believe," "seek," "continue," "target" or similar expressions. These forward-looking statements are based on information available to us as of the date they were made and involve a number of risks and uncertainties which may cause them to turn out to be wrong. Accordingly, forward-looking statements should not be relied upon as representing our views as of any subsequent date, and we do not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date they were made, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws. As a result of a number of known and unknown risks and uncertainties, our actual results or performance may be materially different from those expressed or implied by these forward-looking statements. Please refer to our most recent annual report on Form 10-K, as well as our subsequent filings on Form 10-Q and Form 8-K, which are available on the SEC's website (www.sec.gov), for a full discussion of the risks and other factors that may impact any forward-looking statements in this press release.

Operating Review

Top Line Trends Remain Positive

- Consolidated revenue up 9.4% from Q3 2018, led by Service segment growth of 15.7%.
- Construction segment revenue of $118.1 million, up 7.9%
- Net write-downs of $3.1 million in the quarter; gross profit/margin up for both Q3 and YTD
- Adjusted EBITDA of $3.2 million

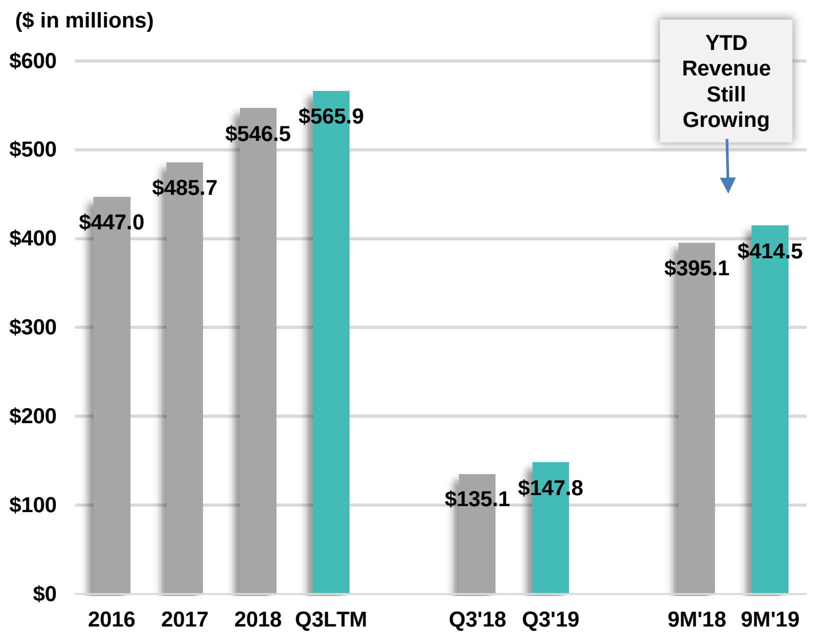
($ in millions)	YTD 2019	YTD 2018	Difference	Q3 2019	Q3 2018	Difference
Revenue	$414.5	$395.1	+$19.4	$147.8	$135.1	$12.7
Gross Profit	$55.2	$39.8	+$15.4	$17.8	$10.7	+$7.1
Gross Margin	13.3%	10.1%	+320 bps	12.0%	7.9%	+410 bps

Consolidated Financial Review

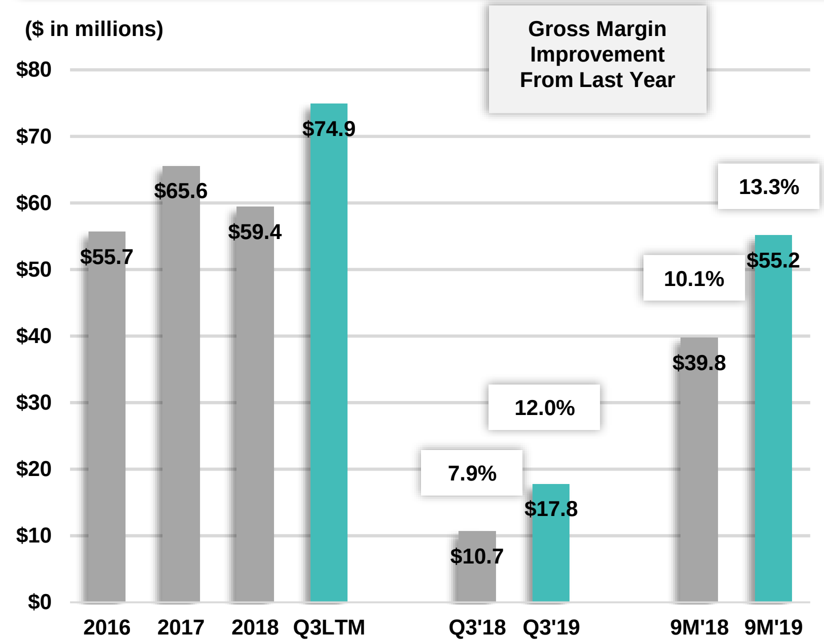
Market Conditions Remain Favorable

- Year-to-date, consolidated revenue increased 4.9% as overall market conditions remain favorable
- Healthcare, Higher Education, Entertainment (theme parks, stadiums) remain strong
- Service accounted for 20.1% of revenue in the quarter and 40.4% of gross profit
- Solid profitability across the majority of our operations absorbed write-downs which weighed on gross margin

Earned Revenue



Gross Profit

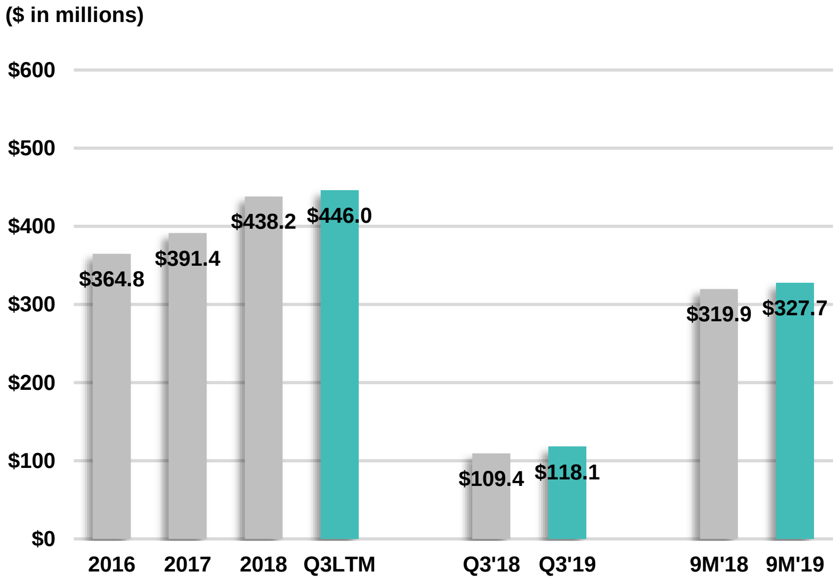


Construction Financial Review

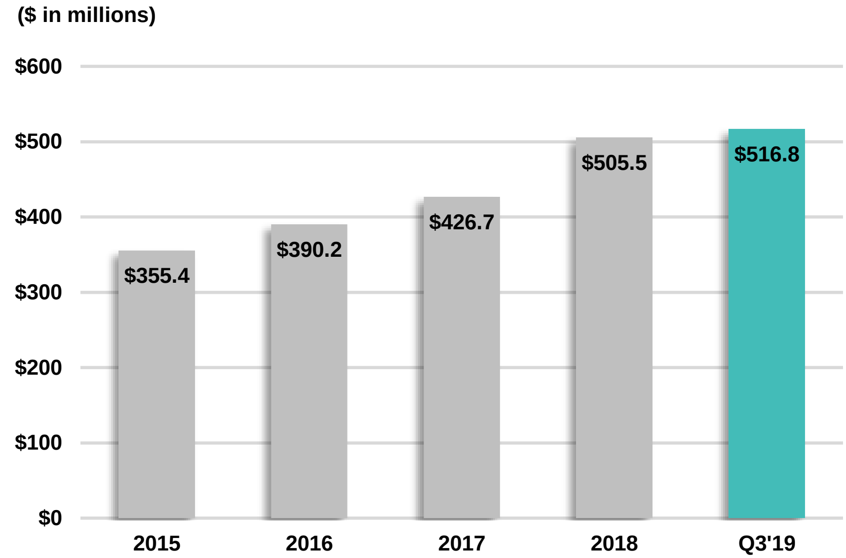
Multiple Regions Reported Solid Growth

- Q3'19 Construction segment revenue was up 7.9% as we emphasize a business mix favoring higher-margin work over absolute volume
- Florida region continues to lead growth, driven by healthcare and entertainment industry work
- Segment gross margin of 9% in Q3'19 increased 450 bps from 4.5% in last year's third quarter; Q3'19 included write-downs of $3.7 million, compared with write-downs of $9.0 million last year
- Goodwill impairment of $4.4 million related to moderated long-term growth forecast for the Construction segment

Construction Segment Revenues



Construction Backlog

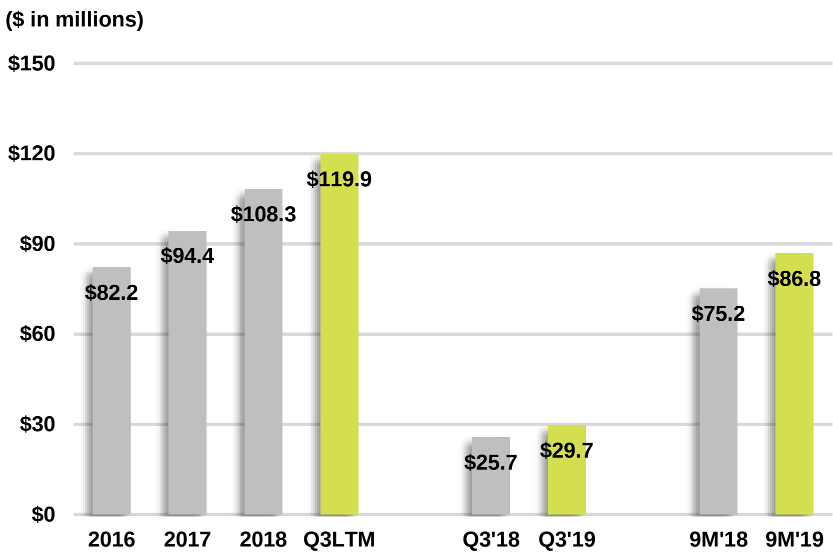


Service Financial Review

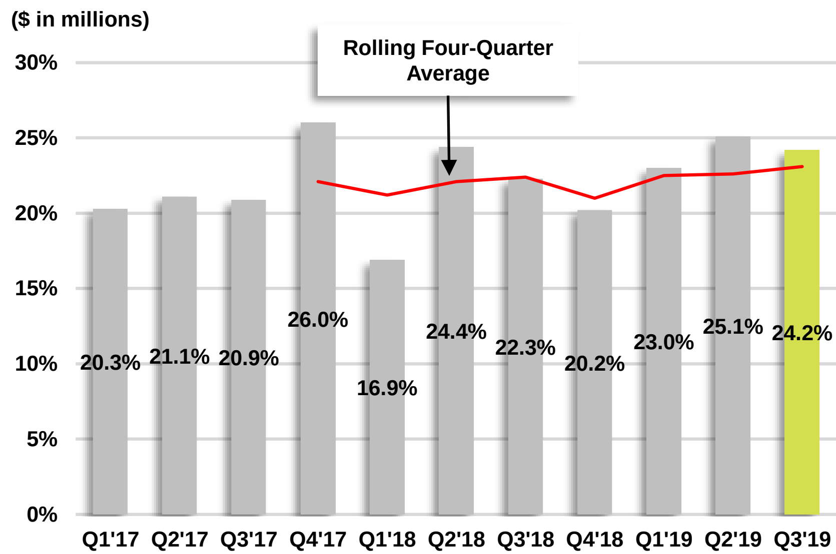
Continuing to Emphasize Rapid Segment Growth

- Q3’19 Service segment revenue increased 15.7%; year-to-date revenue increased 15.4%
- Volume, revenue mix and pricing trending positively, driving gross margin expansion
- Quarter to quarter segment margins exhibit some variance with the rolling, four-quarter average up 40 basis points to 23.1% as of Q3’19 from 22.7% as of Q2’19
- Continuing to invest resources in aggressively growing the Service segment

Service Segment Revenues



Service Segment Gross Margin



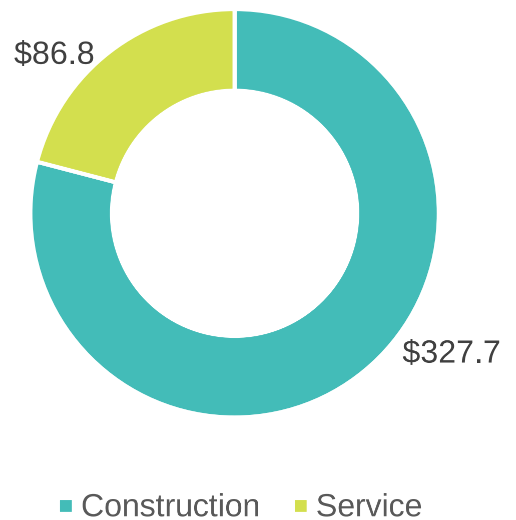
Service Financial Review

Driving Service Growth is Expected to Meaningfully Aid Gross Profit

- YTD, the Construction segment accounted for 79% of consolidated revenues, with Service contributing the remaining 21%.
- YTD, the Construction segment provided 62% of consolidated gross profit, with Service delivering the remaining 38%.
- For Q3'19, Service accounted for 20% of consolidated revenue and 40% of total gross profit
- We are targeting a revenue split consisting of at least 30% Service in the next 2-3 years

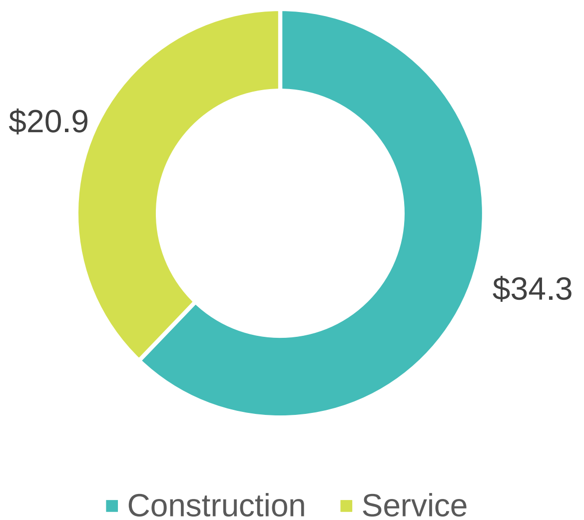
YTD Revenue Split

($ in millions)



YTD Gross Margin Split

($ in millions)



Summary Financial Items

- Significant year-over-year improvement in Operating Income, Net Loss, Adjusted EBITDA, and Basic and Diluted EPS
- Working capital position stable from Q2'19; current ratio at 1.26x
- $14 million revolver remains undrawn at September 30, 2019; available to provide working capital and support organic growth

Income Statement Highlights

($ in millions)	**YTD 2019**	**YTD 2018**	**Difference**
Operating Income	$5.0	$(3.9)	+$8.9
Net (Loss)	$(2.8)	$(5.2)	+$2.4
Basic and Diluted EPS	$(0.36)	$(0.97)	+$0.61
Adjusted EBITDA	$11.0	$2.1	+$8.9

Balance Sheet Highlights

($ in millions)	**September 30, 2019**	**December 31, 2018**
Current Assets	$195.2	$205.0
Current Liabilities	$154.8	$182.1
Working Capital	$40.4	$22.8
Net Under/(Over) Billings	$1.2	$(18.1)
Long-term Debt	$39.6	$23.6
Equity	$45.0	$46.4

Summary / Adjusting Guidance

- Service segment continues to provide strong results and we are pursuing an aggressive growth plan for that business
- Overall, our Construction business is performing well but we did incur write-downs in the quarter
- We continue to focus our sales efforts on higher-margin work along with an “owner direct” approach targeting building owners rather than general contractors

Management is adjusting its previously issued financial guidance as summarized below:

	Current	Previous
Revenue	$550 million - $570 million	Approximately $560 million
Adjusted EBITDA	$14 million - $18 million	Approximately $22.5 million

1 Historical reconciliation of Adjusted EBITDA provided on p. 12.

Q&A

Appendix

Non-GAAP Reconciliation Table

For the Three and Six Months Ended September 30, 2018 and 2019

Reconciliation of Adjusted EBITDA to Net Loss

(in thousands)	Three months ended September 30,		Nine months ended September 30,	
	2019	**2018**	**2019**	**2018**
Net income (loss)	$ (3,412)	$ (3,505)	$ (2,770)	$ (5,219)
Adjustments:				
Depreciation and amortization	1,361	1,418	4,234	4,216
Impairment of goodwill	4,359	-	4,359	-
Change in fair value of warrants	(525)	-	(422)	-
CFO transition costs	301	-	301	-
Interest expense	1,760	787	4,190	2,355
Non-cash Stock-based compensation expense	491	542	1,373	1,663
Loss on debt extinguishment	-	-	513	-
Income tax benefit	(1,090)	(185)	(797)	(936)
Adjusted EBITDA	$ 3,245	$ (943)	$ 10,981	$ 2,079

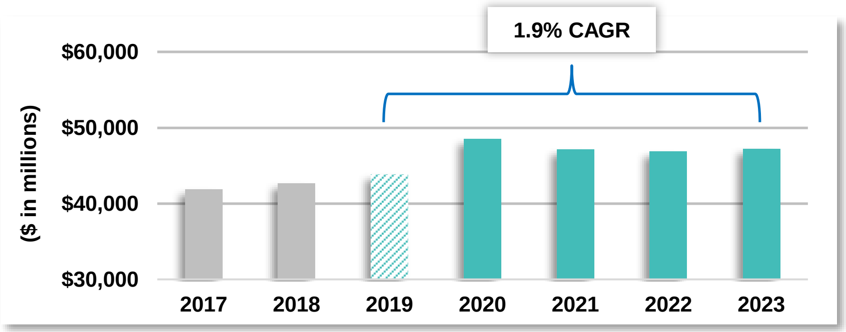
*** Use of Non-GAAP Financial Measures**

In assessing the performance of our business, management utilizes a variety of financial and performance measures. The key measure is Adjusted EBITDA. Adjusted EBITDA is a non-GAAP financial measure. We define Adjusted EBITDA as net income (loss) plus depreciation and amortization expense, interest expense, and taxes, as further adjusted to eliminate the impact of, when applicable, other non-cash items or expenses that are unusual or non-recurring or that we believe do not reflect our core operating results. We believe that Adjusted EBITDA is meaningful to our investors to enhance their understanding of our financial performance for the current period and our ability to generate cash flows from operations that are available for taxes, capital expenditures and debt service. We understand that Adjusted EBITDA is frequently used by securities analysts, investors and other interested parties as a measure of financial performance and to compare our performance with the performance of other companies that report Adjusted EBITDA. Our calculation of Adjusted EBITDA, however, may not be comparable to similarly titled measures reported by other companies. When assessing our operating performance, investors and others should not consider this data in isolation or as a substitute for net income (loss) calculated in accordance with GAAP. Further, the results presented by Adjusted EBITDA cannot be achieved without incurring the costs that the measure excludes.

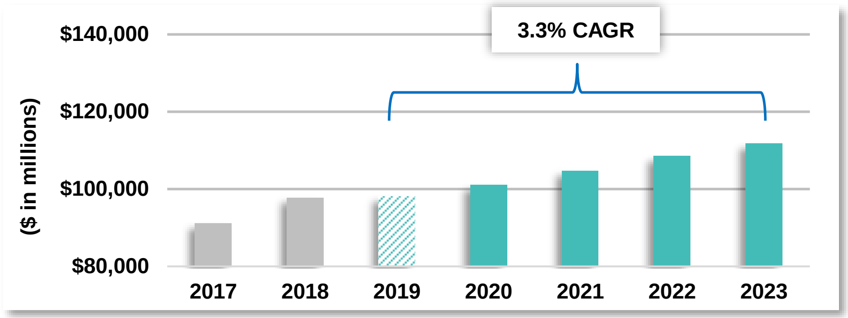
Favorable Industry Outlook

Construction Put-in-Place: Core Markets

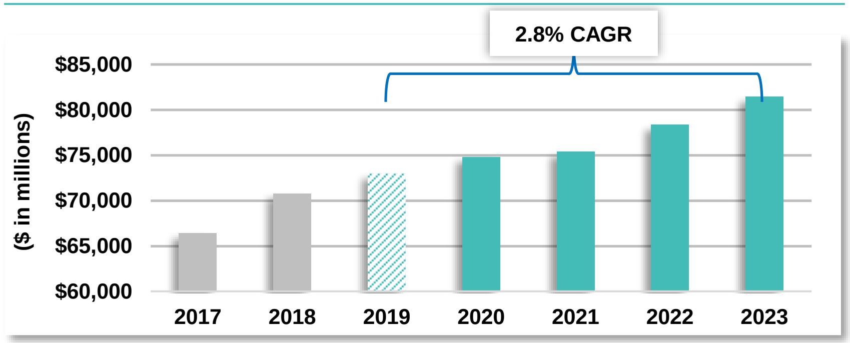
Healthcare



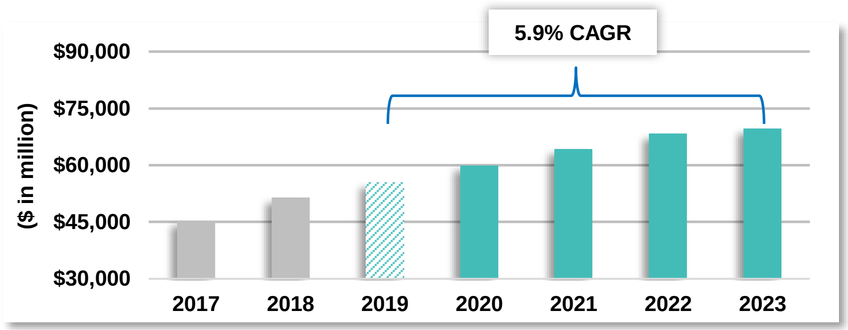
Education



Manufacturing



Transportation



Source: *FMI's North American Construction Outlook Third Quarter 2019 Report.*