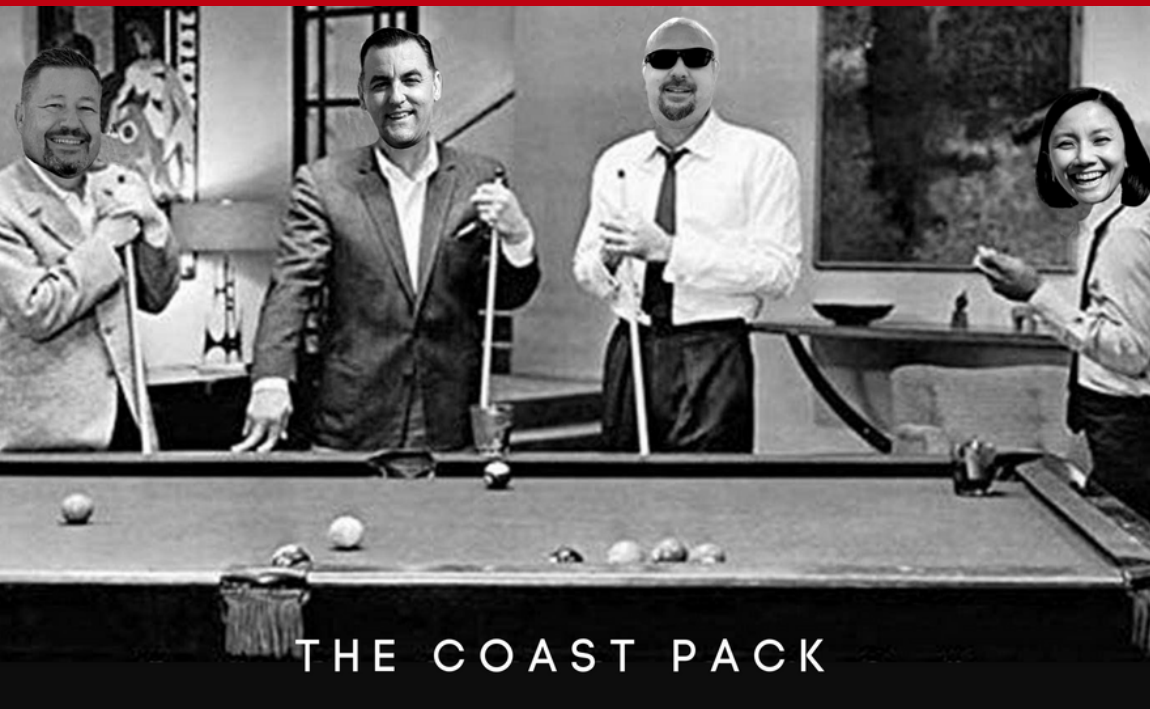


THE LIFT PLAN

Q3 2021 NEWSLETTER



COAST COMPANY
NEWSLETTER

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A MESSAGE FROM OUR CEO

Closing Q3 2021 Coast is on the cusp of hitting **500 work orders** to date and as profiled in a spotlight in this edition of The Lift Plan, Coast Crating and Packaging has really expanded its brand recognition and customer base tremendously. The 3rd quarter included some saddening news as we lost a dear friend and colleague Mr. David Rowley to ALS. David blessed us all at Coast with his many years of service. We did welcome a new Project Engineer to our team, Pedro Flores, and look forward to his growth with the company. Our field staff is setting records daily with the completion of projects safely which maintains our industry-leading EMR of .61.

Inside this edition, we are featuring a rebuild project in progress with a recurring customer in the forging industry. Coast secured the project with a detailed work plan and commitment to staffing that met the expectations of the customer. As we sharpen the edges of our core competencies we also continue to profile our diversity in offerings. Rigging, Machinery Moving, and Fabrication expertise all tied together won some very nice projects for Coast in Q3 that in some cases are being profiled at one of the "Happiest Places on Earth". The Coast Leadership Group (pictured above) has commenced strategic planning for 2022. In the Q4 "Lift Plan" we will highlight some of the plans for 2022. We've included a section in this edition on Employee Ownership, how Coast is set up in that regard, and the long-term benefits for all of our employees.

We hope you enjoy the Q3 Lift Plan. Thank you to all of The Coast Team and to all of our Customers for the opportunities you give us.

Steve Stone
President and CEO



COAST CRATING AND PACKAGING: DEVELOPING BRAND RECOGNITION AND REACHING MILESTONES



CCP (Coast Crating and Packaging) turns 9 months old in September 2021. With the first few months of 2021 spent on facility set up, staffing, and general infrastructure, CCP really has six (6) months now under its belt selling and delivering World Class Crating and Packaging Services.

The Team in the warehouse is now settled into its World Class Crating Facility boasting new tooling as well as new trucks for both delivery of their in facility manufacturing and field orders. CCP has accounts with some of the largest Aerospace, Pharma, and Entertainment companies in California, in some cases the largest in the world.

The evolution of our business has included our ability to handle smaller "one-off" specialty orders for smaller customers as well as Multi-Component Specialized Crating Needs for the larger industry clientele.

The evolution of CCP also includes specialty packaging by way of CCP's distributorship of World Class Hard Cases. These cases coupled with CCP's custom foam inserts now provides solutions for some of the most intricate and delicate instrument and tooling suppliers and users.

The "Coast Companies" brand, over 50 years old with Coast Machinery Movers, has received a boost with CCP offerings and our overall diversity in supply services to manufacturing, aerospace, and overall development sectors of industry. Always "enjoying the ride", coupling some fun with our work, and maintaining pride in our strategic facility placements, CCP remains proud to be from Compton. Midway through the evolution of CCP, we began displaying our community pride by profiling what we do and where we are from. Coast Crating and Packaging... We... "CRATE OUTTA COMPTON" !!! It's the truth, plus it's pretty cool as well. We always maintain the standard Coast branding and logo. We also like adding some touches and "Crate Outta Compton" works.

A special thank you to all of our customers to date for your trust and business.





PROJECT PROFILE: RECURRING OPPORTUNITIES ARE FORGED WITH COAST

Coast was tapped for a Major Rebuild/Re-alignment project with a recurring customer that is one of Southern California's larger Forging Plants. This new project involves a 4,000 ton hydraulic press which incorporates flat guideways for the moving crosshead requires alignment due to wear and tear. **"This intricate process requires a combination of heavy lifting with fine positioning control of a 300,000 lb. component, combined with the application of precision dimensional inspection equipment. Coast was selected due to excellent technical expertise in these areas and a history of success with these types of projects."** stated Carlton Forge Works Director of Facilities Andres Del Campo.

Coming off of recent international success relocating some larger presses, Coast's team that specializes in this market sector has remained very busy. Since the beginning of 2020, Coast has had a minimum of 2 crews working at some of California's largest Forging Plants. With scopes ranging from General Rigging, Machine Assembly, Rebuilding, and Alignment, Coast has 4880 hrs of on-site presence in these plants through the 3rd quarter of 2021. Of importance to note is the additional scopes that Coast has been involved with given our enhanced developments with our team of welders and fabricators. In the last 18 months, that team of craftsmen have handled scope expansion with Welding, Fabrication, Specialty Piping Assembly, and Rigging.

PSSSST...There's call signs hidden in there

The Coast environment forever includes having a little fun with Branding.

In 2021 we have added new Tags to our signature lines on emails. With this development, it was decided to allow for staff to pick their own call signs to be included in their individual signature brands. Tough to read at a glance, for you customers, vendors, and colleagues that get the "Lift Plan" newsletters, ask your Coast associate to share their call sign or expand it to reveal. The staff enjoyed choosing their call signs and theme's in some cases.



Q3 COAST EMPLOYEE SPOTLIGHT

Our Q3 Employee Spotlight profiles 25-year employee and Superintendent Mr. Manuel Palma. Following his Father Marcelo (Former Coast Supervisor), Manuel has provided the Coast Team with Dedicated Quality service throughout California, across the U.S., and internationally as required. Manuel now shares the field with both an Uncle and a Brother. A 35 year resident of Southern California Manuel is also a proud member of Millwrights Local 1607.

Manuel and his wife Erika have 3 children and Coast remains grateful that they share their Husband and Papa with the Coast Family so many hours every week. Due to Manuel's professionalism and work ethic, he continues to be one of the most requested Coast Field Supervisors that we have. Hence the reason we thank his family for sharing him so much. Manuel works tirelessly many hours a week on projects from inside Forging Plants and Aerospace Customers. Manuel's expertise with machine assembly coupled with rigging expertise is profiled daily (literally 7 days a week sometimes).



Manuel shared these facts:

Most memorable project - The Air Force One install at The Reagan Library

Favorite Hobby - Fishing

If he wasn't a Millwright Superintendent at Coast - He would be a Pilot

Favorite Musician - Garth Brooks

First Car - Mercury Cougar

Favorite thing about Coast - The Camaraderie

On behalf of Coast, we remain thankful for Manuel's dedication and loyalty to our company!

COAST INTERNSHIP



Congratulations to Coast Companies Intern Joseph Muell!

The Idea behind Coast's Intern Program is to provide opportunities to the world's next leaders and in some cases, a Coast Intern becomes a Coast Employee. There are cases that our intern's professional directions change. In those cases, our expectations remain that both Coast and the Intern gained value from our time working together.

Definitely the case with Joseph Muell, a Coast Intern, and Graduate from the University of La Verne. Joseph (son of Brian Muell, a Coast Employee), was nearing his Degree requirements and needed an internship to complete his studies. At that time Coast needed assistance in administrative project management functions so the match was made.

Joseph made a very positive impact and was valuable to our team throughout his tenure with Coast as an Intern. Coast received Value and Joseph was able to complete his degree requirements and ultimately graduating. Although Joseph did not move forward with a position at Coast Companies, we are very proud and happy he still chose a different Coast. Joseph was selected and was accepted into the United States Coast Guard Academy. He graduates from boot camp in late September. Congratulations to Joseph and the Muell Family for this great achievement.



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**DAVID ROWLEY
MEMORIAL**



Early this year David Rowley, Coast’s VP of Sales, was diagnosed with ALS and began battling that diagnosis. With Heavy Hearts, we report that David has passed. A 25-year employee at Coast, David worked from the motor pool division to dispatch becoming the manager of that department. Ultimately David moved into sales, became sales manager and then became a Vice President for the company.

David built a very long list of Customer Base and remains one of the most respected Machinery Moving Industry names in the business. Our condolences to the Rowley Family for their loss. The entire Coast Family remains saddened with the loss of a Dear Friend and Colleague.

Rest in Peace David, we Love you and will forever miss you Brother.



COAST'S MISSION:

Supply **world-class service, relentless innovation**, as well as personal **dedication and commitment** to our customer's needs.



**WE THRIVE ON HELPING OUR CUSTOMERS SOLVE
COMPLEX EQUIPMENT MOVING CHALLENGES**



EMPLOYEE OWNED, EMPLOYEE STRONG

Interest, Effort, Commitment are all defining elements to winning and victory. Most everyone is familiar with the term “Skin in the Game” when a person actually has a tangible interest in what is going on as well as the benefit from results.

In December of 2016 ownership at Coast elected to begin converting shares of ownership to our employees. Nearing our 5-year anniversary many Coast employees have received shares annually as they meet the required employment terms to begin receiving stock.

A little about ESOP’s, a San Francisco lawyer and economist Louis O.Kelso created the first employee stock ownership plan (ESOP) in 1956 as a way to transition ownership of Peninsula Newspapers, Inc. from its two founders (both then in their 80s) to their chosen successors, employees. In total, there are approximately 6,500 ESOPs in the United States, holding total assets of over \$1.4 trillion.

Coast employees that have been with the company since we began issuing stock are nearing full vesting for their shares. As we continue through our careers with Coast, we will continue to pile up those shares and a nest egg that we directly contribute value to. We all have “Skin in the Game”. Do your job and do it well, whatever your job is. From the office staff to field staff, there is eligibility. The harder you work, the more diligent and committed you are to how our company performs provides direct results to the Stock Price.

Coast employees that have enjoyed the issuing of their individual shares have also had the benefit of seeing the value grow. Since its inception employee share value (stock price) has increased over 150%.

5 Years in, we are proud to have employees that have shares of ownership. Our company continues to be strengthened by both the ability to retain our great staff as well as appeal to other potential newcomers to the Coast Family.

