



Operator: Greetings, and welcome to the Global Power 2016 Financial Results and Operational Update Call. At this time, all participants are in a listen-only mode. A question-and-answer session will follow the formal presentation. If anyone should require Operator assistance during the conference, please press star, zero on your telephone keypad.

I would now like to turn the conference over your host, Deborah Pawlowski, Investor Relations for Global Power. Thank you. You may begin.

Deborah Pawlowski: Thank you, and good morning, everyone. We certainly appreciate your time today and your interest in Global Power. On the call with me are our Co-Presidents and Co-CEOs, Craig Holmes and Tracy Pagliara, and our Chief Financial Officer, Erin Gonzalez. Craig and Erin are going to lead the call with prepared comments and Tracy is here to help us as we get into the question session.

We released, after the close of market yesterday, our fiscal 2016 financial results, and filed our 2016 10-K which, in addition to the usual information regarding the year, includes the three quarters of 2016. You can find these documents on our website at www.globalpower.com. You will also find on our website the slides that will accompany today's conversation.

If you turn to Slide 2 of the slide deck, I will review the Safe Harbor and cautionary note regarding forward-looking statements. As you are aware, we may make some forward-looking statements during the formal discussions, as well as during the Q&A session. These statements apply to future events which are subject to risks and uncertainties, as well as other factors, that could cause actual results to differ materially from what is stated here today. These risks and uncertainties, and other factors, are provided in the earnings release, as well as with other documents filed by the Company with the Securities and Exchange Commission. These documents can be found on our website or at sec.gov.

During today's call, we will also discuss some non-GAAP financial measures. We believe these will be useful in evaluating our performance. You should not consider the presentation of this additional information in isolation or as a substitute for results prepared in accordance with GAAP. We have provided reconciliations of the non-GAAP measures to comparable GAAP measures in the tables that accompany the release, as well as in the slides, for your information.

With that, and I will turn it over to Craig to begin. Craig?

Craig Holmes: Thanks, Deb, and good morning, everyone. I want to welcome everyone to the call. I know I have spoken to many of you before. I'm excited to be here with my Co-CEO, Tracy Pagliara, and our new CFO, Erin Gonzalez. Tracy and Erin both have broad and deep knowledge about our Company. Tracy and I firmly believe that, as Co-CEOs, we can accomplish twice as much, twice as fast as either of us could on our own. We are on a quest here at Global Power, as we work to position our Company with adequate liquidity for future growth and profitability. We are committed to aggressively addressing our Company's operational challenges, while improving customer relationships, attracting new customers and entering new markets. At the same time, we need to establish a stronger foundation for our organization, for our employees, our customers and our investors. We are putting the right people in the right positions, cutting costs and generating liquidity.

While we have hired highly capable people from other organizations, we also have great talent throughout our Company. In 2016, we filled key leadership positions in our Services segment through internal promotions. In 2017, in our Products businesses, we elevated new leaders with multiple years of operational and commercial experience within our Company. The leaders of



our Services and Products businesses have great experience and insights regarding the rich history and success of our premier brands: Braden, CFI, Koontz-Wagner, IBI Power and Williams. They share a passion to honor that history and build stronger businesses. Our customers respect these leadership teams and know they will deliver on commitment.

Here at corporate, Tracy, Erin, and Chip Wheelock, our new General Counsel, all bring multiple years of experience into their new roles. We believe that promoting from within reduces turnover and builds *esprit de corps* and a sense of shared destiny throughout our Company. As we integrate our new people with our experienced people who have a strong base of institutional knowledge, we can quickly accelerate the implementation of improvement.

Throughout the Company, we have embraced a culture centered around our core values of safety, integrity, excellence and results. I firmly believe that a common culture built on these core values is critical to success.

As we look at our businesses, revenue for 2016 was in line with what we had provided in our preliminary expectations in March. The decline from year to year was mostly related to the Services segment, which included the loss of an MMC contract in 2015, and the completion in early 2016 of construction and re-start projects at a nuclear facility. Our U.S. Products businesses are focused on working to simplify processes, enhance engineering and project management with new technology, while also being selective with new orders to ensure we can deliver quality products on time.

Our Mechanical Solutions segment is making good progress. It is a long-cycle business, where a year or more can pass between the bid date and delivery date for certain orders. Our European-based business had an outstanding year in 2016, driven by orders for its industry-leading diverter dampers and a significant aftermarket project in the Middle East. Our U.S.-based Mechanical Solutions business has effectively recovered two key OEM customer relationships which were lost in prior years. We have been off the blacklists for filter houses and inlet systems at both of these OEMs since late 2016 and early 2017, and to date, we have been awarded one new filter house order from these recovering relationships and we are currently seeing an increase in additional opportunities. Our Mechanical Solutions segment is a great long-term business. As mentioned in the press release, we have decided to evaluate strategic alternatives for this business, including the potential sale of the entire segment. I will talk more about this in a few minutes, but first I'd like to provide a quick update on our other businesses.

Our Electrical Solutions segment has newly appointed leadership with deep operational knowledge and long-standing customer relationships within the business. The backlog across our three plants remains strong, but we have struggled building large complex control houses in Houston. We do believe our investments in the engineering and manufacturing processes for these complex products will differentiate us and put us in a strong position to grow this product line going forward. Our standard control houses and enclosure businesses in our South Bend and Caldwell manufacturing plants continue to be good products, delivering solid margins. Our Houston operations have also been impacted by Hurricane Harvey. While we did not suffer major physical damage, we did shut down operations for a little over a week, because you couldn't travel safely in the area and we needed to allow our employees time to begin to deal with any damage to their homes and property. We believe the organizational changes and product investments we are making in this business should lead to an improved 2018.

Our Services segment, which is our largest, has done a good job of retaining customer relationships and renewing contracts. One of our customers, TVA, renewed its services agreement for another five years with our GUBMK partnership. We receive approximately 33%



of the earnings of that entity. We also provide staff supervision and craft labor to the partnership. Even though we lost the Southern Nuclear MMC contract in 2015, we continue to have a very positive relationship with Southern, and we have done significant project work in connection with the construction of the Vogtle 3 and 4 nuclear sites in Georgia. As you may have heard, Southern and the other owners of Vogtle recently announced their desire to continue construction and we are optimistic the scope of our work at Vogtle 3 and 4 could increase significantly next year. The prime contractor has been selected and Williams is expected to have a significant role in the construction going forward, assuming required regulatory approvals are received. In addition, we are diversifying and winning other new contracts. We recently won two contracts worth \$20 million from one of our Florida-based customers and we just won our first decommissioning project.

At a macro level, the markets we serve across our three segments continue to be very encouraging. Clean, efficient natural gas is still the power-gen fuel of choice worldwide. We are well positioned for new construction, maintenance and decommissioning projects at nuclear plants, as well as construction and maintenance services at fossil fuel plants and other industrial complexes. Our Electrical Solutions segment serves a broad set of customers in diverse markets, including midstream oil and gas, power generation, and data centers, among others. Across all three of our segments, our geographic footprint is clearly a differentiator and a strong, competitive advantage.

Now, let me talk a little more about our strategy. As I mentioned earlier, we are evaluating the strategic alternatives for our Mechanical Solutions segment. The business has been making progress, but we have concluded that our employees and customers would benefit from a new owner with higher available investment capital. We do believe our shareholders will also benefit from having sales proceeds available to pay down debt and improve the overall capital structure of Global Power. We retained an investment bank to help us with this process, but we obviously can't guarantee when or if an acceptable alternative will be available. While we can't answer detailed questions or provide additional information at this time, we will provide updates as future information comes available.

With that, let me turn it to Erin to further review our financial results.

Erin Gonzalez: Thank you, Craig, and good morning, everyone. During today's conference call, we will cover our 2016 financial results in detail, and will generally follow the presentation slides provided. Towards the end of the call, I will provide some high-level 2017 preliminary estimates, but we still have more work to do before we can share the detailed results of our first and second quarters of 2017.

Let me start with revenue and gross margins, as summarized on Slides 8 and 9.

In our Mechanical Solutions segment, 2016 revenue declined by \$10.6 million, of which \$6.2 million was related to the sale of TOG in July of 2016. While our Braden Europe business had a record year in 2016, driven by large diverter and aftermarket orders, our U.S. business continued to be impacted by lower backlog and quality and on-time delivery issues stemming from prior periods. Despite lower revenue in 2016, Mechanical Solutions gross profit was up \$6.8 million in 2016, because of better project execution and reduced warranty expense and liquidated damages.

In our Electrical Solutions segment, revenue decreased by \$17.5 million, which reflects \$7.9 million of lower control house sales. Revenue in 2015 benefited from a \$9.9 million multi-unit generator enclosures shipment. Electrical Solutions gross profit was up \$3.2 million in 2016,



resulting from reduced operational inefficiencies in our Chattanooga plant and lower warranty expenses.

As expected, our Services revenue declined in 2016. This \$142.3 million revenue reduction was the result of a \$65.1 million loss of a nuclear maintenance and modification contract in 2015, the wind-down of construction and support services related to the restart activities at a customer's nuclear plant, and the timing of another customer's nuclear outage schedule. Despite the decline in revenue, Services gross margin increased by 1.5 percentage points in 2016.

Please turn to Slide 10. Looking at 2016 operating expenses, we have made strides in reducing costs to better align with current levels of revenue. We reduced selling and marketing expenses by \$2.6 million, related to lower bad debt expense, commissions, travel and recruiting expenses. We also reduced G&A expenses by \$6.5 million by lowering compensation expenses and maintaining a strong cost discipline. In 2016, we also benefited from a \$7.6 million reduction of restatement costs. Several significant non-recurring items were included in total operating costs in 2015 and 2016. In 2015, operating costs included \$47.8 million in impairment expenses and a \$3.2 million bargain purchase gain that did not recur in 2016. In 2016, \$10.7 million was included in operating costs for the net losses associated with the TOG and the pending Hetsco sales and the net sale-leasebacks.

On Slide 11, we've summarized our net operating losses. The Company incurred a \$33.7 million operating loss in 2016. This loss decreases meaningfully when you add back the non-recurring items included in 2016 operating costs and the expenses associated with the restatement. I'll just note quickly that the improvements in gross profit percentages and cost containment measurably reduced the operating loss of our Products segments. Strong management in our Services segment enabled us to achieve \$8.3 million operating income before considering the loss for the pending sale of Hetsco, despite its significant decrease in revenue.

As we had discussed in March, Adjusted EBITDA was slightly positive in 2016. Some of the adjustments were related to liquidity initiatives, including the loss on the sale of TOG, the loss on Hetsco assets held for sale, and the net loss on the sale-leasebacks.

On Slide 14, we've summarized our current debt and liquidity positions. In 2016, we generated \$17.0 million in cash from our liquidity initiatives and reduced debt by \$24.7 million. In January of 2017, we sold our Hetsco business for \$20.2 million in net proceeds, which we used to pay down debt. Since the announcement of the restatement in May 2015, we were no longer in compliance with various covenants of our loan agreement and no incremental borrowings were available under our revolver. We refinanced our debt in June 2017 with a \$45 million term loan credit facility that expires in December 2021. We expanded that line in August 2017 by \$10 million, which has a maturity date of September 30, 2018. This is not inexpensive debt. The interest rate is LIBOR plus 9% paid in cash, plus 10% payable in-kind, or PIK, interest. Our PIK interest will increase by 5% annually on January 1, 2018 if we do not make a \$25 million principal payment.

Our cash position as of September 5, 2017 was \$29.3 million, which includes \$14.0 million of restricted cash to cover our cash-collateralized letters of credit and escrows related to sales of TOG and Hetsco. We have been carefully managing our cash position.

Our current liquidity initiatives are summarized on Slide 15. Our first priority is to find ways for each of our three segments to generate more top line revenue and keep a razor-sharp focus on project execution. As Craig mentioned, we are also evaluating strategic alternatives for our



Mechanical Solutions segment, which includes selling the segment. The proceeds from a potential sale would be used to pay down debt and improve our liquidity position. We are also looking to sell non-core assets, including our manufacturing facility in Mexico and our office facility in the Netherlands.

We have several other initiatives in process to continue to lower expenses. We are integrating information systems, flattening the organization, and tightly controlling costs in our operations, while reducing costs at corporate. We also are actively trying to reduce our restricted cash balance and continue to repatriate cash from our foreign subsidiaries to fund our U.S. operations. Our objective is to improve our liquidity so we can refinance with a more favorable debt structure as soon as possible.

Please turn to Slide 16 for an overview of our preliminary estimates for the first half of 2017. Our belief is that 2017 is a turn-around year. Preliminary first half of 2017 revenue was down approximately \$60 million from the first half of 2016. If we are successful in our strategic efforts, we aim to have a significantly better 2018.

As summarized on Slide 17, our goals are to grow our revenues within our businesses by increasing scope with our current customers and looking for new growth opportunities, focus on improving our operations, project management and gaining customers' loyalty in our Products segments, and aggressively pursuing our liquidity initiatives. We believe that all of these efforts will position us to refinance our debt with a lower cost and a more flexible structure.

Regarding our 2017 reporting, our goal is to file our first three quarters of 2017 by the end of the year and to be timely in filing our 2017 Form 10-K next year.

In summary, our objectives are to advance our efforts with Mechanical Solutions, improve Electrical Solutions operations and performance, while continuing the excellent progress our Services segment is making. Our goal is to get current with our filings and refinance our debt.

Operator, we can open the call for questions.

Operator: Thank you. At this time, we will be conducting a question and answer session. If you would like to ask a question, please press star, one on your telephone keypad. A confirmation tone will indicate your line is in the question queue. You may press star, two if you would like to remove your question from the queue. For participants using speaker equipment, it may be necessary to pick up your handset before pressing the star key.

Our first question is from Robert Labick with CJS Securities. Please state your question.

Pete Lucas: Hi, good morning. It's Pete Lucas for Bob. Is there anything you can talk about as far as the strategic alternatives for Mechanical Solutions—it's a two-wheel question—anything you can comment on as to far as how far along you are in the process? In terms of, if it is a sale, can you touch on what the bidder would be getting; i.e., what are the proprietary advantages for someone to buy this, rather than try to do it on their own?

Tracy Pagliara: Hi, this is Tracy Pagliara. I'll answer those questions for you. We're not in a position to comment about the process, other than to say that we're moving forward as quickly as possible to complete it. The Mechanical Solutions segment is comprised of our Braden businesses, which include Braden North America and Braden Europe, and CFI. We're bullish on these businesses. They have premier brands and rich histories, a longstanding blue chip customer base, best-in-class product offerings, including our Braden Europe diverter damper product, talented and long-tenured employees, strong and respected leaders. As Craig mentioned, we've begun to see the rebound in the North American business with our customer



base. We've also successfully restructured the Braden North America and CFI businesses. We have an established international footprint in those businesses, with what we believe are great geographic expansion opportunities. The businesses are tied to the growing natural gas power generation end markets, and we also think that there's good aftermarket potential. Overall, we think these are very nice businesses and are attractive to any number of potential buyers.

Pete Lucas: I'm guessing you can't say much, but if it were to be a sale, any comments on what liquidity would look like after, and more importantly, do you think there would be an opportunity to refinance, if a sale were to get done?

Erin Gonzalez: Absolutely. Our goal is, if we are to sell our Mechanical Solutions segment, that we would use the proceeds to significantly pay down debt and also to improve our liquidity position. We believe that with that successful pay-down in debt, that, as we go into 2018, we would be able to, at that time, seek out a new facility that would be a lot less expensive and provide more flexibility for the Company.

Pete Lucas: Great, thanks, and just two more quick ones for me. In terms of the Electrical Solutions business, what do you think are the broad-stroke steps necessary to get that business back to snuff; i.e., getting the margins back to where they once were?

Craig Holmes: Sure. This is Craig. The Electrical Solutions business does continue to be a good business and we're actually seeing nice results out of two of our three factories. In Houston, we did take in some larger, more complex orders that resulted in, let's just say, a bottleneck, where it ended up taking us longer and costing us more to complete those projects than we originally anticipated. We expect to beat through that bottleneck this year, so I do expect that we'd be able to see margins in that business return to more normalized levels in 2018.

Pete Lucas: Oh, great. Then, jumping to the Services side, I know you talked about that a bit on the call, but how does the backlog look now, anything you can comment there, and then is there an ability to extend that into additional areas that you're not currently in?

Craig Holmes: Good questions. In the press release, we actually did address 2017 trends in the backlog. We're seeing it down slightly since year end. I think, as we sit here today, we are continuing to make good progress on a variety of fronts. We sent out a press release earlier today highlighting a very significant contract extension with TVA and some new contracts with our customer JEA.

We also, as I noted in my comments, feel excited about the opportunity of Vogtle 3 and 4. Those are huge projects. The owners have concluded that they do want to move forward with those projects. There is a Public Service Commission approval still required. We expect that to be a positive approval. We're excited about how our scope of work at those two construction sites could expand into 2018, and beyond.

We have a variety of other initiatives that we're working on throughout our Services organization, one of which is the decommissioning. I mentioned we have our first decommissioning order. We've got good relationships between our Management Team and decommissioning companies out there. We're building our relationships with those companies, we're building our track record with respect to executing those orders and, quite honestly, we know our skill set is perfect to help in decommissioning efforts across the country. We're excited about that, as well. Certainly, in other industrial segments outside of power generation, such as oil and gas, paper, textile, other industrial sectors, we have great a skill set to provide specialty services and construction and fabrication work in those industries, as well.



Pete Lucas: Lastly—I think that touches on a lot of it—is there anything more globally in terms of new bidding activities that we should be looking out for?

Craig Holmes: Globally, are you still referencing our Services organization?

Pete Lucas: No, just overall.

Craig Holmes: Sure. Well, we do have a global footprint across our Products businesses. We have a European-based business in both, and our U.S.-based Mechanical Solutions businesses do have significant relationships with customers and do have a history of delivering projects worldwide. I think, as Tracy mentioned a minute ago, as we look at the Mechanical Solutions business and its focus on natural gas power generation, we are seeing natural gas power generation as a fuel of choice literally worldwide. We've seen some great momentum in our international businesses there during 2016, and we expect that to continue over the long term.

Pete Lucas: Very helpful. That's it for me. Thank you, guys, very much.

Craig Holmes: Thank you.

Erin Gonzalez: Thank you.

Operator: Our next question is from Jon Braatz with Kansas City Capital. Please state your question.

Jon Braatz: Good morning, everyone.

Craig Holmes: Good morning.

Jon Braatz: Craig or Tracy, can you refresh my memory, how much of your revenue in the Service segment is related to the nuclear industry; and regarding the decommissioning contract award that you received, can you give us a sense of how large it is and what particular activity within the scope of the entire decommissioning project, what exactly you're doing, and is that something that can be enlarged and broadened, so to speak?

Craig Holmes: Yes, this is Craig. Our focus on nuclear-related projects is certainly a big part of that business. In 2016, it was a little bit over half of our revenues. That's down a little bit from 2015. I think what you'll see as you look at our largest customer disclosures, and things like that, is that we're diversifying our work across different industries and across different customers at a level that we haven't been able to achieve in the past. I think it's a good diversified focus on non-nuclear type projects, but the decommissioning work is an area that we are, like I said, qualified for. I think our skill set and working around nuclear facilities definitely translates well into the decommissioning space. The type of work that we're talking about, where we get involved in fabrication and construction on a nuclear build, certainly, the deconstruction is part of the work that we would do on the decommissioning side. Hopefully, that answers your question.

Jon Braatz: Okay, and are you a subcontractor on larger work on a decommissioning project, or are you specifically the contractor of choice on that particular job?

Craig Holmes: Yes, our decommissioning work to date has been limited. It's an area where we've initiated a focus. We've hired personnel and leaders that are familiar with that, you know, very familiar with the participants within that business. Today, we are subcontracting with some of the companies that are actually more the prime contractors associated with those efforts, but I think it's a good foothold and a good chance to prove that we do have the skill set necessary to work effectively in that industry.



Jon Braatz: I know there's a number of nuclear plants that are scheduled for decommissioning. Is the scope of your work dependent upon additional plants being decommissioned, or is there work yet that you could do on existing decommissioning projects?

Craig Holmes: Existing decommissioning projects, as well as future plants that are decommissioned, and we're working on existing decommissioning projects today.

Jon Braatz: Okay. Is there a lot scheduled to be decommissioned, let's say, over the next three or four years? I'm not sure what the schedule is.

Craig Holmes: Right, and there have been, let's say, a lot, there have been multiple plants decommissioned within the last few years and we expect that to continue over the next several years.

Jon Braatz: Okay, all right. Thank you.

Operator: Our next question is from John Deysher with Pinnacle Value Fund. Please state your question.

John Deysher: Hi, thanks for taking my questions. Regarding Braden, in the prepared remarks you mentioned Europe had a record year, but U.S. continues to suffer from quality control and on-time delivery issues. This seems to be an ongoing issue at Braden and I think was responsible for some of your customer attrition in past years. What's the status of that? Is that issue actually fixed or why is it taking so long to solve that fundamental problem?

Craig Holmes: That's a great question and I appreciate that. These are problems that did originate in prior years, and the way those issues manifest themselves in our current revenues, and most recent revenues, is that as you lose backlog related to those larger customers, that reduced backlog rolls through your revenues over the next few years. We're still in the tail end of the effect of those issues.

I think the bigger point to make at this point, though, is the fact that we have regained the confidence of those two OEMs, and it was a long deliberate process, over the course of a year or more, to go into those organizations, let them know the improvements we were making, the technology that we were deploying, and how we were addressing the problems of the past, and basically telling them what we were going to do and then showing them what we did, have the OEMs come out and literally audit our procedures and our processes, and remove us from the blacklist. That occurred. That occurred in late 2016 and early 2017 for those two OEMs.

We have had opportunities to bid on multiple projects. I'd say that the end market, where those OEMs are focused, the natural gas power generation market, it is a cyclical business. I think we've seen 2017 is somewhat slow from an end market perspective, but I think the longer term trends with respect to natural gas and natural gas power generation are encouraging and positive. We're making progress. We've actually bid on projects for both of those OEMs. We've got one rather significant filter house and inlet system in our backlog, and then we are continuing to bid on additional projects. In fact, we submitted a bid last Friday.

We're encouraged by the activity, encouraged by the opportunity, but we do recognize, to your point, that these are long cycle businesses and it does take a while for those recovered relationships to show up in our P&L.

John Deysher: Okay, great. The fundamental issues have been addressed at this point?

Craig Holmes: Correct. They have been addressed and corrected.



John Deysher: Okay, fair enough. Secondly, I think in the prepared remarks you said one of the focuses is to reduce costs at the corporate level, and I'm just wondering, what's the go-forward run rate for corporate overhead at this point, excluding any kind of non-recurring events that might be anticipated?

Erin Gonzalez: Yes. What we're focusing on at corporate is to flatten the organization. We're challenging our employees to take on more responsibilities and we've already started that process in 2017. We would expect our corporate run rate to be significantly less than it has been in the past as we wind down the impact of the restatement. As you can see, those numbers were fairly significant over the last few years, we published our 2015 and restated prior periods earlier this year, so you will continue to see restatement expenses in 2017, but since that effort is winding down, we do expect corporate expenses to decrease significantly in 2017, and forward.

John Deysher: Okay. What level of corporate overhead would you be satisfied with, in terms of dollars, on a go-forward basis?

Erin Gonzalez: I would think at this point probably around \$10 million to \$15 million.

John Deysher: Ten to 15 million, okay.

Erin Gonzalez: Mm-hmm.

Craig Holmes: A lot of that's going to depend on the portfolio of companies we have and our profitability. We recognize that we do need to match our costs relative to our revenues and overall profitability. We've been challenged as we've gone through the turnarounds on our U.S.-based Products businesses, you know, to do that, as well as going through the restatement process, a lot of costs, as Erin mentioned, associated with that. The goal is to build a longer term financial model that does deliver bottom line profit and doing whatever it takes across our SG&A, our cost of goods sold, as well as our corporate costs, in order to get there.

John Deysher: Yes, because even at the high end of that range, \$15 million, that's still close to \$1.00 per share on a pre-tax basis.

Craig Holmes: Right.

John Deysher: To the extent you could cut that substantially and it flows to the bottom line, of course your net income is going to go up by the equivalent amount, but it just seems high for us from looking at everybody else, I think.

Erin Gonzalez: Yes, absolutely, and we are absolutely committed to reducing corporate costs.

John Deysher: Okay, great, and I guess the final question. In terms of the sales of the Mexican plant and the Holland office building, Mexico's been for sale for a while, what's the status of that, and is the Holland building on the market, and if both of those properties sell, what would your anticipated proceeds be?

Tracy Pagliara: This is Tracy. Thanks for that question. We are in the final stages of negotiating a definitive agreement to sell Mexico. The Holland property is still on the market, we have some interested parties, but during August in Europe, not a lot goes on, so we're still waiting to hear back. Combined, we think we will get somewhere in the range of \$3 million to \$4.5 million for both properties, when we sell both of them.

John Deysher: Okay. It sounds like Mexico will probably be sold this year, and Holland, what's your timetable there, do you think?



Tracy Pagliara: Well, Mexico, I agree with that, this year. Holland, as soon as possible. The nice thing about that facility, it's not going to be as complicated a sale as the manufacturing facility in Mexico. We're working as hard as possible to get it done this year. We'll just have to see how the current level of interest comes to fruition.

Erin Gonzalez: The vast majority of that \$3 million to \$4.5 million is ...

Tracy Pagliara: Is Mexico, yes.

John Deysher: Oh, okay, the majority of the \$3.5 million to \$4.5 million is Mexico?

Tracy Pagliara: Mm-hmm.

Erin Gonzalez: Yes.

John Deysher: Okay, all right, good, that's encouraging. Great, thanks for answering my questions.

Erin Gonzalez: Thank you.

Operator: As a reminder, it is star, one if you would like to ask a question. One moment, please, while we poll for questions.

Ladies and gentlemen, we have reached the end of our question-and-answer session. I would like to turn the call back over to Management for closing remarks.

Craig Holmes: All right, I want to thank everybody for joining the call this morning. We think we have a very good business model here at Global Power. We have a lot of flexibility built into our business model. We can monitor and manage our costs as we ramp up revenues in both our Mechanical Solutions and our Services business, as we outsource and we rely on union houses and craft labor pools of employees as our opportunities increase. It's a very flexible business model.

We recognize that we have more work to do and we recognize that we are seeing some nice progress. We do have confidence in the actions we are taking. The Management Team and other members of the Global Team are working together with that common set of goals and core values that I mentioned earlier. Our goal is to return to growth and profitability in 2018.

I thank all of our investors for your patience and support, and I thank the team here at Global Power for all your hard work. Thanks again. Have a great day.

Operator: Thank you. This concludes today's conference. You may disconnect your lines at this time and thank you for your participation.