

Exclusive Interview with Kevin Day, President of Day & Sons, Inc.

1) What new safety and health policies has Day & Sons installed to address the COVID-19 pandemic?

- Follow all CDC guidelines.
- Remote work for office staff if position allows.
- Conducting daily temperature/health checks - both office and job site.
- Hand sanitizers installed in office/Hand sanitizing stations at job sites.
- Mandatory for employees to wear face coverings in the workplace (office/job site includes PPE not just cloth face covering).
- Implementing policies and practices for social distancing in the workplace - includes one employee per vehicle/job site reporting.
- Educate employees how to protect themselves at work and at home. Weekly calls/ meetings to ensure employees understand CDC guidelines etc.
- Perform routine cleaning/disinfecting - includes corporate office/company vehicles/job site locations.

2) Day & Sons' partnership with Northern Pipeline (NPL) models a mentor-protégé relationship. How has that assisted with the business' growth?

Having NPL as a team partner is a tremendous asset. They are one of the premier underground utility trades in the world. Through that relationship integration with my staff, we were able to get their knowledge on best practices in pricing and bidding new work, enhanced national safety practices, and enhancing our skills on the various types of distribution piping. NPL has been a blessing to us.

3) What makes you proud about Day & Sons?

I am humbled and both proud that my company is creating jobs in the community and helping families across the state while helping our employees achieve their goals and dreams in life. Also, I am proud that my company is a family oriented, minority-owned company that has achieved so much in the last several years with growth in both the gas and electric utility industry.

4) Other than Maryland, are there other states that Day & Sons would travel to for new work opportunities? If so, what states and why?

At this stage of our growth, we have targeted the Washington, DC, Northern Virginia, and Delaware areas. Those locations are within a 75-mile radius from our home office location. As we grow, we will consider broadening that radius.

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5) Would you be interested in selling Day & Sons when you are ready to move on?

As you may know, I started as a first-generation business owner and am very proud of what it has become. My ambition is to train my children in the business with the hope that one day they will feel comfortable to step in. If not, a future sale is definitely in the picture.