

Greetings,

I hope your Christmas was amazing and everyone is excited about starting a new year.

As I reflect on 2021, I have much to be thankful for. The year was extremely challenging from a revenue perspective as our revenue from healthcare/hospital work was down 70% from 2020. However, we used our extra time to go deep in employee development and fine tune our policies and procedures. I believe there are times when we must go back to recast our vision for a healthier future. That is what 2021 was for M & S Flooring.

I am also thankful for our installation department and installers for their loyalty to M & S Flooring. There were only a couple of projects which staffing was difficult, fortunately we have always been able to rely on our crews to meet the deadlines and turn over a quality job. With the lack of skilled tradesmen every company seems to be dealing with, I am thankful and proud of the team we have.

I wish I could speak to the character of all our staff...sales, finance, inventory, installation, outreach...but space doesn't allow. Please know I am thankful for each of you and what you bring to the whole. You make us the company we are today.

To our customers and vendors, we see everything as a partnership, and we strive to be relational versus transactional in our business dealings. We look forward to what 2022 has for us as we grow our businesses together.

As I close, I hope everyone strives to be a better version of themselves in 2022.

HAPPY NEW YEAR!

Mike