

FOR IMMEDIATE RELEASE

Addison Smith Appoints Gale Crosley and Matthew Albertus to Board of Directors

Experienced leaders add outside perspective as the 70-year-old West Georgia mechanical contractor plans its next phase of growth.

CARROLLTON, Ga. — October 20, 2026 — Addison Smith, a mechanical contractor and ESOP company serving commercial customers across West Georgia and East Alabama for more than 70 years, today announced the appointment of Gale Crosley, CPA, CGMA, and Matthew Albertus, a retired U.S. Army Lieutenant Colonel and Managing Partner of Albertus Robinson Construction, to its Board of Directors.

Crosley is a strategic revenue growth advisor with more than 25 years of experience helping established organizations identify untapped market opportunities, develop sustainable revenue strategies, and expand their businesses. She has worked directly with more than 500 CEOs and managing partners. She began her career with Arthur Andersen and Price Waterhouse before moving into the technology sector and strategic growth consulting. Her clients include CPA firms, accounting technology companies, ESOP investment bankers, and private equity firms entering the CPA firm market. Crosley is the author of *At the Crossroads* (Wiley & Sons) and has been recognized as one of *Accounting Today's* Top 100 Most Influential People for 19 years. She also serves as an independent director of Madison Global, an ESOP company.

Albertus is an executive and entrepreneur with extensive experience leading and scaling organizations in the private sector and the military. Most recently, he served as Chief Revenue Officer of West Shore Home, one of the nation's largest home remodeling companies, where he oversaw a platform generating more than \$1.3 billion in gross sales across forty-one branches in 20 states. Before that, he spent more than two decades in the U.S. Army, retiring in 2019 as an Infantry Lieutenant Colonel after nine deployments and leadership roles including Battalion Command and Company Command in the 75th Ranger Regiment. He now serves as Managing Partner of Albertus Robinson Construction (ARC), a veteran-owned Georgia construction and roofing company based in Carrollton.

"Our founder built this company on honesty and integrity, and that commitment hasn't changed in more than 70 years. Gale and Matt bring the kind of experience that will help us plan for the future, while continuing to serve our clients in an effective and wholehearted way," stated Timothy R. Brewer, CEO.

Gale Crosley remarked, "Throughout my career, I've seen that lasting growth comes from accountability, disciplined execution, and investing in your team. I'm excited to help Tim and the leadership team build upon that foundation."

Matthew Albertus added, "Addison Smith has the people, the reputation, and the vision to keep growing. I look forward to supporting the leadership team as they write the company's next chapter."

About Addison Smith

Founded in 1954 and based in Carrollton, Georgia, Addison Smith is a mechanical contracting firm serving commercial, industrial, healthcare, and institutional clients. The company provides preconstruction, construction, and ongoing service for HVAC, plumbing, process piping, and building automation systems, supported by in-house engineering and fabrication capabilities. Addison Smith's commitment to quality, safety, and integrity has built long-term client relationships. For more information, visit addisonsmithinc.com.

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