

NEWSCORNER



FROM THE PRESIDENT



As 2010 comes to a close, it is apparent that we will not see significant changes in the economy that some people anticipated. While the overall assessment indicates slight improvement in the economy, it has not yet reached our industry.

It looks as though our final sales performance will be about \$639 million, which represents 82% of our \$775 million goal and is a 35% increase over 2009. This provides us with a reasonable backlog, and based on that we expect our revenue for 2011 to be level with 2010. The major challenge for 2011 is to increase our sales, which will allow us to enter 2012 with a healthy backlog.

In order to put our company back on a growth track it is critical to have everyone focused on new sales. Our overall business plan for 2011 is to increase sales and at this time it looks as though we have the potential to meet that goal. After making certain we are taking good care of our existing clients, our number one goal for 2011 should be to support the effort of our sales leaders.

Eventually the economy will begin to grow, and hopefully that growth will start in 2011. If we continue to work smart and focus on things within our control, our efforts will pay off. Being attentive to details in every area of our business, working with our clients to ensure that they are always satisfied and treating everyone we deal with in a fair and honest way are some of the things we can control. This attitude and approach has brought us much success over the past 64 years.

While the economy did present unique challenges this year, I don't want to lose sight of the positive things that did occur as a result of everyone's commitment and hard work.

- We achieved an average Customer Satisfaction rating of 94% on the 34 projects surveyed.
- We were ranked as the number one contractor by Modern Healthcare magazine for the second year in a row.
- In March we made a significant contribution to our profit sharing plan for the 22nd year in a row.
- We are ranked among the top 25 Best Medium Sized Companies to Work For in America for the third consecutive year.
- We completed 948 training days, covering 41 different subjects. More than 100 clients and architects attended classes throughout the year.
- We achieved LEED Gold Certification from the USGBC on the renovation of our headquarters—the first to achieve this level in the state of Alabama.

Thank you for all your hard work in 2010. I know it has been a difficult year in many ways. As a family, we have all worked together to keep our company moving ahead. Despite many challenges this year, I am expecting a change in direction for 2011. Best wishes for a wonderful holiday season and a great New Year.

INTEGRIS HEALTH EDMOND Edmond, OK



Edmond business and community leaders joined representatives from Integris Health Edmond for a Topping Out ceremony celebrating the end of the steel structure phase for Edmond's newest hospital on September 24, 2010.



TRANSFORMING Memorial Medical Center LAS CRUCES, NEW MEXICO

Do not be deceived, Decepticons have not landed in Las Cruces, New Mexico to seek and destroy. But Robins & Morton has landed at Memorial Medical Center to transform the hospital's former linen/laundry building into a fully equipped Central Sterilization Department.

The photos to the left depict a huge CAT 345C excavator that, according to Superintendent Bryan Ward, "crunches through concrete like my four year old eating cookies." The giant excavator ate through a solid 30 by 60 foot concrete structure in five hours. The project is on track to finish Spring 2011.



BUILDING WITH PURPOSE. Robins & Morton builds a playground at Lovelady Center

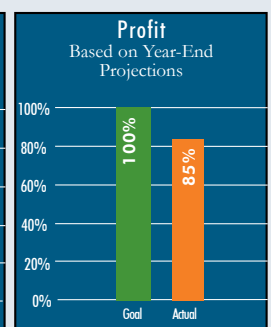
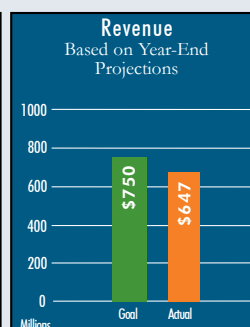
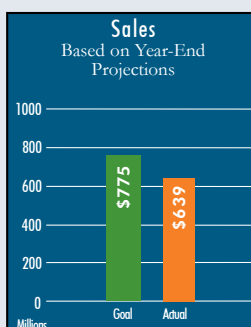
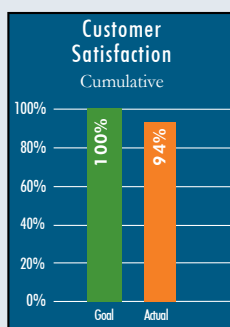
Success By 6, a United Way initiative, recognized Robins & Morton for their inspiring dedication to the revitalization of the Kidzone Childcare playground that serves the children of residents of the Lovelady Center.



On November 19, 2010, 35 volunteers from Robins & Morton donated more than 300 combined man hours and supplies to renew and invigorate this playground. In addition to installing new equipment, the group designed and painted a mural spanning 100+feet inside the perimeter of the playground, repaired existing hazards including a large hole below the deck and covered a protruding damaged metal vent. They also purchased and assembled a new seesaw, repaired and moved existing picnic benches and purchased and delivered a third bench.

At the end of the day Bill Morton and Robin Savage read to the class of 12 preschool students who are children of residents at the Lovelady Center.

2010 PERFORMANCE INDICATORS



**FLORIDA HOSPITAL MEMORIAL
MEDICAL CENTER CANCER INSTITUTE**
Daytona Beach, FL



FHMMC Chief Operating Officer, Darlinda Copeland, with Allen Sanders and Angel Colon

When the concept for the Florida Hospital Memorial Medical Center Cancer Institute arose in late 2009, Darlinda Copeland, Florida Hospital Memorial Medical Center COO, had a goal of opening doors to patients by October 1, 2010. Many people told her that there were too many challenges to meet that aggressive schedule, including ordering equipment and removing and relocating an endangered gopher tortoise from the site. Darlinda, Robins & Morton, Hunton Brady Architects and the project engineers pushed forward, determined to meet the goal.

Through continual communication and teamwork, the Cancer Institute came in under its \$7 million budget, and officially opened its doors to patients on October 1, 2010! The 31,500 SF free-standing facility includes a Novalis TX radiation accelerator—one of less than 100 of its kind in the world. This accelerator will be used for radiosurgery and radiotherapy. The institute also includes an EX radiation accelerator, which is another high-tech radiosurgery system offering tissue targeting precision. Along with providing life-saving cancer treatments and procedures, the facility also includes an appearance center that provides scarves, wigs and specialized clothing to patients fighting cancer.

“Thank you so much for all of your hard work and dedication to help build a beautiful medical center and cancer center for our community. Your efforts to give us a quick schedule at the lowest prices enabled us to do even more to provide our mission. We enjoyed working with you on all of our projects. Thanks for keeping our best interest in mind to help us deliver quality care.”

— Darlinda Copeland, Florida Hospital Memorial Medical Center ,COO

UNIVERSITY MEDICAL CENTER
El Paso, TX



University Medical Center officially opened the first new building in its \$312.5M campus makeover on September 30, 2010 when Iraq war veteran B.J. Stewart of El Paso and his parents cut the ribbon on the hospital's new West Pavilion.



**SERVICE
ANNIVERSARIES**

5 YEARS

Ann White
Lane Pittman
Doug Bowerman
Ronnie Whitaker
Colin Rankin
Mark Fernung
Frank Sargent

Angel Colon
Kelly Rolan
Kathy Ringgold
Ryan Albert
Gene Sigmon

10 YEARS

Pat Dailey
Mitch Coley
Joel Cleckler
Eric Groat
Leif Helms

Basilio Gordillo
Karen Skellion
Johnny Sturkie

20 YEARS

Richard Anderson
Glenn Myers
Jimmy Hunter

35 YEARS

Terry Anthony

**2010 PROJECT AWARD
WINNERS**



ALABAMA ABC AWARDS OF EXCELLENCE

1. Bacon County Hospital
2nd Place Merit
Healthcare \$10-25 million

2. Carolinas Medical Center - Lincoln
2nd Place Merit
Healthcare \$25-99 million

NORTH ALABAMA ABC AWARDS OF EXCELLENCE

3. Crown Leasing - Research Park
Excellence - 1st Place
Renovation \$4-10 million

4. HEMSI Madison Station
Excellence - 1st Place
Commercial Less than \$2 million

CAROLINAS ABC AWARDS OF EXCELLENCE

5. East Cooper Medical Center
2nd Place Merit and Free Enterprise Award
Healthcare over \$50 million

6. Carolinas Medical Center - Lincoln
1st Place Eagle Award
Healthcare over \$50 million

SOUTHEAST CONSTRUCTION - BEST OF 2010

7. Halifax Medical Center
Award of Excellence

MID-TENNESSEE ABC AWARDS OF EXCELLENCE

8. Wellmont-Holston Valley Medical Center
1st Place Eagle Award
Healthcare over \$25 million

SOUTH CENTRAL CONSTRUCTION - BEST OF 2010

Wellmont-Holston Valley Medical Center
Award of Excellence

NEWSCORNER



1. Maggie Mange accepted the Family Building Employer of the Year presented at RESOLVE's Night of Hope Gala in New York City on Sept. 28th **2.** Lance Duke (CEO Columbus Regional) and wife Debbie, along with superintendent Tommy Brooker (Columbus ER) at the Auburn Arena Tailgate Suite on October 2nd for the Louisiana Monroe game. **3.** Cheri Crumpton completed the North Central Alabama Susan G. Koman Race for the Cure on Oct. 9th **4.** For the third straight year, Robins & Morton has been recognized as one of the nation's Top 25 Medium Sized Companies to Work for in the United States. **5.** Autodesk awarded Robins & Morton the BIM Experience Award for both the Auburn Arena and CMC-Lincoln projects. Congratulations to everyone who worked on these projects and **Aaron Wright** and **Dustin Ranger** for their hard work on the entries. **6.** Robins & Morton family and friends tailgated before the Clemson and Auburn football game on September 18th **7.** Vicki Prewett completed the Camp Smile a Mile Monkey C Monkey Run 5K Race on Sept 18th **8.** Mike Bumgardner participated in the Satilla Health Foundation 14th Annual Charity Classic Golf tournament on Oct. 22nd **9.** Bill Morton served as the 2010 United Way Pacesetter Chairman and under his leadership the pacesetter companies exceeded their goal and raised \$8.4M to better serve the community of Central Alabama. **10.** Robins & Morton Charlotte Office accepted the Eagle award for CMC - Lincoln at the ABC Banquet on Nov. 18th **11.** On Sept. 10th Employees wore their favorite team colors to work **12.** Birmingham Business Journal ranks Robins & Morton as one of Birmingham's Healthiest Employers

NEW EMPLOYEES

 Shaun Ford Assistant Superintendent West Kendall	 Benjamin Carmichael Field Engineer Integrus Health	 Ken Fennell Division Manager for Preconstruction Nashville Office	 Kevin Burt Assistant Superintendent Ft. Detrick
 David McCabe Field Engineer Holiday Inn	<i>Not Pictured</i> Joanna Green Project Secretary Porter Memorial Hospital	 Ryan Sanborn Assistant Superintendent Porter Hampton Inn	

EMPLOYEE celebrations

Birmingham's Healthiest Employer
presented by
BIRMINGHAM BUSINESS JOURNAL

- on the cover*
- Bacon County Hospital | Alma, GA
 - CMC - Lincoln | Lincolnton, NC
 - Baptist Health Center Hoover | Hoover, AL
 - Halifax Health Medical Center | Daytona Beach, FL
 - Glen Rose Medical Center | Glen Rose, TX
 - Auburn University Basketball Arena | Auburn, AL
 - East Cooper Medical Center | Mt. Pleasant, SC
 - Wellmont Holston Valley Medical Center | Kingsport, TN
 - Hopkins County Memorial Hospital | Sulphur Springs, TX
 - Integrus Grove General Hospital | Grove, OK
 - Cullman Regional Medical Center | Cullman, AL
 - HEMST Madison | Madison, AL
 - Gerald Champion Regional Medical Center | Alamogordo, NM
 - Crown Leasing - Research Park | Huntsville, AL
 - West Tennessee Healthcare | Jackson, TN
 - Hugh Chatham Memorial Hospital | Elkin, NC

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RECENTLY AWARDED PROJECTS	Phoebe Putney Meredyth Endoscopy Center Albany, Georgia New Endoscopy Center	\$17 MM
	Porter Memorial Hospital Valparaiso, Indiana Medical Office Building	\$10 MM
	Integrus Southwest Medical Center Oklahoma City, Oklahoma 9th Floor and Curtainwall.	\$7.5 MM
	Samford University Pittman Residence Hall Birmingham, Alabama Renovation/Expansion	\$6.5MM
	Integrus Edmond MOB Edmond, Oklahoma Medical Office Building	\$6 MM
	Shades Valley YMCA Birmingham, Alabama Renovation/Expansion	\$5 MM
	Huntsville Hospital Women & Children's Lobby Enclosure Huntsville, Alabama Lobby Expansion and Enclosure	\$1.25 MM
	Lakeland Community Hospital Haleyville, AL Geriatric Psych Renovation	\$1.2 MM
	Home Choice Partners Birmingham, Alabama Pharmacy Renovation	\$0.3 MM

David Talley	Tax & Compliance Manager
Adam Hunt	Staff Accountant
Charles Miller	Superintendent
Johnathan Peavy	Project Manager
Mindy Lovell	Safety Administrator
Marty Seales	General Rental Manager
Cole Helms	Outside Sales
Derek Mattox	Supply Operations Supervisor-ERS
Jeremy Jones	Field Superintendent
John Burleson	Project Engineer
Meredith Daniel	Project Engineer
Jacob Gregson	Project Engineer
Adam Greenlee	Project Engineer
Brandon Griffith	Project Engineer
Paul Horne	Project Engineer
Scott Johnson	Project Engineer
David Roberts	Project Engineer
Curt Thompson	Project Engineer
Brendan Kenny	Assistant Superintendent
Alison Radcliffe	Assistant Superintendent
Cason Wright	Assistant Superintendent
Matt Ferlisi	Assistant Project Manager
Jesse Golden	Assistant Project Manager

PROMOTIONS

New Little Additions
WELCOME R&M BABIES

 Cruz Elisha Jones 11/26/10 Gentry and Rosemary Jones	 Davis Slate Mange 12/8/10 Davis and Maggie Mange	
 Drew Scott Custer 10/1/10 Scott and Jennifer Custer	 Gracy Lee Files 10/28/10 Jay and Katie Files	 Charlotte Anne Roberts 12/1/10 David and Chelsea Roberts