

NEWSCORNER

In Memoriam
TODD ROBINS
founder of ROBINS & MORTON
1916–2014

The excerpted obituary and photos below offer a few highlights of Todd Robins' long life and accomplished career.

We all have great memories of our founder, Todd Robins.

Todd Robins lived an incredibly long, productive, and active life but lost his battle with cancer March 21, 2014. Todd was born on April 8, 1916 in Lynchburg, Va., and he lived in Virginia, Baltimore, Md., and Brooklyn, N.Y., where his father was an author and newspaper reporter. After graduating from Virginia Polytechnic Institute with a degree in Metallurgical Engineering in 1937, he worked for US Steel originally in Pittsburg, Pa., and then transferred to Birmingham in 1938. He enlisted as a Second Lieutenant after Pearl Harbor and served with the U.S. Army Corps of Engineers in England, North Africa, Naples to Casino Valley, Italy. Returning to Birmingham in 1945, he started a new business, Robins Engineering, Inc. in 1946. He retired in 1992, at age 76, after leading Robins & Morton for 46 years. His legacy will live on in a company known for professionalism and fair play.



From left to right: Dottie Robins, H.C. Sizemore, Russel Sizemore, and Todd Robins.

BARRY MORTON REMEMBERS TODD ROBINS

"My dad, Sunshine Morton, went to work for Robins as a concrete superintendent in the early 1950s. I also began working for him in 1953 as a laborer then carpenter before I went to Auburn to study Building Science.

"Todd was always a very kind and generous man. When my dad had a heart attack, Todd covered all of his medical bills and continued to pay his salary during his recovery. That was unheard of in the late 50s, early 60s and his fairness and commitment to taking care of employees was part of what made him a strong leader.

"Todd was a very quiet man, but he had strong opinions and what he did say spoke volumes. He was always very fair and available to employees and clients. In fact, I don't think he ever closed his door.

"A forward thinking leader, especially in the construction industry, Todd focused on training our superintendents long before it was common practice. And he recognized the importance of scheduling and strategic planning for the future."

Todd Robins lives on in the philosophies, attitudes and superior level of client commitment that is seen at Robins & Morton to this day.



The excerpt below is from the March, 1986 edition of Birmingham Business Magazine featuring Todd Robins and the company's history and success. The article, "Robins takes fast track: Racing to success," was written as construction of the Birmingham Race Course, one of the company's largest projects at that time, was approaching a very successful finish. The track was finished on-time and opened in March 1987.

The odds were against Todd Robins. Eight out of 10 small businesses fail during the first two years. With a red pick-up truck, the childhood dream of building a skyscraper, a metallurgical engineering degree from Virginia Polytechnical Institute and full time wife/part time bookkeeper Dotte in his corner, Robins wasn't interested in the odds. In 1946, he set up an office at home and began his residential construction business. By 1947 he was doing well enough to incorporate and within a few years he had an office in English Village with six full time employees.

Today the Robins Corporation is making its most notable mark on Birmingham. A 260 acre mountain top has been stripped of trees and workers are grading the site of Birmingham's future horse racing track. The track will have 1500 horse stalls, two dormitories, an office building, a maintenance shop and a \$20 million grand stand will be the center of activity. The track will have a 20,000 person capacity, and a terraced restaurant overlooking the track will include seating accommodations for horse track patrons.

During its first 10 years, the Robins Corporation grew steadily and began expanding into larger commercial projects. Robins put both his metallurgical and construction experience to work and began making contacts in the steel industry.

As a result, in 1961 Robins was awarded the contract for a \$4.5 million mini-mill in Kankakee, Illinois, for Kankakee Electric Steel. The project had a six month time requirement that other contractors would not commit to, but Robins successfully met the challenge.

The Kankakee project was the springboard for a new approach to future construction projects and provided a valuable lesson that set the tone for future success. Mr. Robins said, "If the owner, design team and contractor commit to common priorities and goals ahead of time, the quality and value of the end product are maximized while the building time is minimized."

As early as 1961, Todd recognized the immense value of project teamwork, establishing a direction that continues today.

If the owner, design team and contractor commit to common priorities and goals ahead of time, the quality and value of the end product are maximized while the building time is minimized.



Todd & Dottie Robins at a 1985 company seminar at Opryland.

COMING IN THE NEXT ISSUE



CARBO CERAMICS Millen, Ga.

Our people-first culture establishes training and outreach as a priority with the goal of impacting the communities around us. After starting work with CARBO in Millen, Ga. Robins & Morton became aware of the opportunities to impact the local community.



ABC National Craft Championships

On April 29– May 2, five Robins & Morton craftsmen will compete in their respective crafts at the Associated Builders and Contractors (ABC) National Craft Championships in Birmingham, Ala.

Thank you to everyone who participated in our NewsCorner survey earlier this year. We had excellent response and have incorporated many of your suggestions into this issue. We welcome your feedback and continuously strive to make this a valuable resource for all readers. Please continue to keep the marketing department informed about project events, achievements and milestones!

Look for updates inside.

LETTERS *from our* LEADERS

FROM *the* PRESIDENT

Bill Morton



As you know Todd Robins, our founder, passed away in March and there is a tribute to him in this issue of the Newscorner. Because he made such a significant contribution to our company and a lasting impression on me, I want to add some personal thoughts. In my first five years with the company, I had the good fortune to see Todd's leadership and dedication before he retired. Later, I realized the foundation Todd had laid with his belief in integrity, honesty and treating everyone with respect, was what has made our company different. His vision and character provided the legacy we all operate with today. Thanks to the start he gave us, our company has thrived for 68 years—we owe Todd our everlasting appreciation and admiration.

This year began with the most sales activity we have seen in several years. We have numerous opportunities across all of our operating units and the best news is we are seeing some of the larger jobs finally moving forward. Our most recent sales forecast identified \$700 million of new work under contract for 2014. In addition, we have several major opportunities that we are pursuing, which could help us exceed our sales goal of \$900 million. We feel 2014 can be an outstanding year.

The Alabama Chapter of Associated Builders and Contractors' Safe Day Awards recognizes companies that have outstanding corporate safety and exhibit superior safety initiatives. Robins & Morton received the Eagle Award for 2014—the highest category possible. In addition, ABC nationally recognizes organizations for having effective safety management processes. Overall R&M earned a Platinum award, but I am pleased to report that our P&I Division was awarded Diamond level...the highest award category.

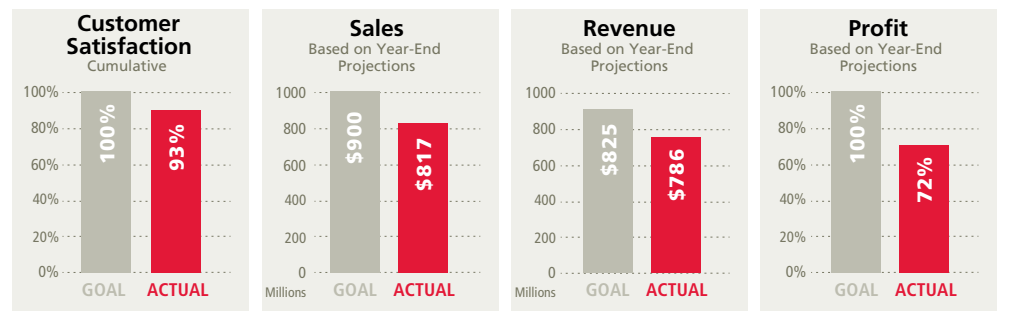
While it is nice to receive recognition for the record you have achieved, we should strive to continue to improve. For instance, on April 10th we held a one-day, senior management meeting, with 30 participants, to provide additional leadership training for safety. I personally

attended the training and believe the session encouraged all of us to continue to focus on safety. In the end, we can never be too safe; we owe our employees and clients the safest environment possible.

As you know, we have fully developed engineering expertise as part of our P&I Division. The reputation, capabilities and performance of our engineering team never ceases to amaze me. In a very short time, we have achieved national status as a top engineering group in chemical/chlor-alkali, ceramic proppant and pulp and paper process engineering. As a stand-alone firm, we would already be in the ENR Top 500 Firms in engineering and design; and 39th in engineering and construction. We are licensed to operate as an engineer in 29 states. Based on our combined forecasted utilization rate for 2014, both Raleigh and Birmingham are going to have a great year. We have an outstanding engineering group, and we should all take great pride in our accomplishments.

While we are optimistic about the opportunities for growth this year, we need to keep our focus on our number one goal of client satisfaction. As we do that, we also want to grow our business in a safe and profitable manner. So let's all pull together to make our company strong and continue to operate the way Todd inspired us.

2014 PERFORMANCE INDICATORS



FROM *the* COO

Robin Savage



The subject of risk management in our business is a constant topic we address on every project. Risk management is quite a broad term that entails planning, preconstruction, pricing, schedule commitments, insurance, bonding—the list goes on and on. In fact, we all make decisions about risk on a daily basis both in our personal and professional lives. It is often thought of in terms of “us vs. them” or who holds the risk in a given situation, and we write agreements to define and allocate that risk. That's just good business, right? The truth is, most risks on a project are interrelated by all the parties and have an unending amount of variables attached to actions by all the parties. If we think in terms of a more comprehensive approach to identifying and allocating risk, we cover the team—all members who are involved in delivering the project.

Consider an Integrated Project Delivery method of producing a project. The sharing and understanding of risk is borne by all the key parties on the project: Owner, Designer, Contractor (CM), and Subcontractors. The return for that risk is tied directly to the team's ability to communicate and

produce together. On a more conventional delivery method, the lines of risk and return are often more clearly drawn between the parties. Imagine if we, the Contractor, could define the risk so well on a project that all parties had a clear and comfortable understanding of their role, duties, and coordination to the point that their risk was minimized.

Good solid professionalism and policies to support that idea brings great value to our clients. As an example, we have a project kickoff policy with an agenda that is extensive enough to address most issues on the front end of a project. When properly implemented, the team risk is minimized through good communication utilizing this policy. We have similar policies for estimating, subcontractor startups, safety and even close out. Throughout the project, we have organized means of communication to advise one another on risk situations. The effectiveness of these tools lies in the degree to which they are applied by our management team. These “risk minimizers” are designed to mitigate risk issues for all project team members—not just the contractor. Our attitude to-

wards a project needs to be global to minimize the risk of our clients, designers, subcontractors, and vendors—not just our own. By following that type of attitude, we bring a near unstoppable level of success and value to the project.

The idea of providing risk education as a service to our clients and subcontractors is not a suggestion to change our good business practices of addressing risk, and paying attention to details related to insurance, bonds, contract terms, etc. Naturally, everyone must also have a willingness to approach the project collectively. However, viewing a project proactively with a global view of everyone's challenges, and providing an attitude of who is best to manage that challenge, is a more comprehensive approach to managing project risk. In essence, it is “going the extra mile” to assure the risks of the project are covered. Our clients, subcontractors, and other project partners will appreciate a positive risk management approach much more than a “shedding” attitude, and it will result in a much greater chance for a win-win scenario for all the team members.

SAFETY

Jeff Palombo, Corporate Safety Director

Robins & Morton's pursuit of safety excellence continues to gain momentum every day. A significant step taken in 2013 to benchmark the company's current safety culture and identify improvement opportunities continues to provide a roadmap for success. More than 3000 surveys, focus group and management interviews were conducted at our projects and offices during completion of a Safety Culture Assessment. It was encouraging to note that our current safety culture was characterized as having many of the elements that comprise a high performing safety culture. The assessment also identified opportunities for continued improvement.

An executive steering group comprised of senior company leaders, led by Jim Poole was created to address recommendations within the assessment. Since its formation, the steering group has developed and begun working on multiple action items. Additionally, several important accomplishments have already been achieved, including:

SENIOR MANAGER SAFETY LEADERSHIP TRAINING (COMPLETE)

Training was conducted for every top-level manager in the company focusing on transformational safety leadership behaviors, principles of human performance, performance coaching, and change management. Robin Savage opened the meeting by reading two quotes from the training material and setting the tone for the training and our continued transformation:

- There comes a time when thinking stops and action begins

- Organizational culture and safety climate are strongly influenced by the quality and type of leadership enacted throughout the organization, and this in turn impacts safety performance

At the conclusion of the training, every participant developed and shared a personal safety pledge regarding the actions each will take to support our transformation. Look for these pledges to be published soon. Similar safety leadership training will be rolled out for all levels of management within the company to align expectations and actions.

SAFETY HEALTH & ENVIRONMENTAL MANUAL (COMPLETE)

While the majority of these policies have been in use since 2009, each has been refined over the years and now reflects input from all divisions and are available in final format on HUB. In concert with our lean philosophy, the safety steering group is currently working to further streamline these policies.

SUPERVISOR SAFETY TRAINING REQUIREMENTS (ONGOING)

The steering group is working on developing core safety training requirements for all levels of management that must be achieved with a demonstrated level of competency prior to promotion.

Each meaningful step we take brings our company one step closer to a high performing safety culture. I encourage all of you to remain a visible safety leader, continue to hold each other accountable for safety success, and continually engage our teams for feedback. I look forward to continuing this journey with you.

POWER & INDUSTRIAL

Bryson Edmonds, Senior VP Power & Industrial Division

The Power & Industrial Division has had a strong first quarter, and we are seeing a general strengthening across our market. To date this year, we have delivered sufficient sales to convert 97% of our revenue goal into backlog, and, beyond this, have a growing list of strong prospects in each of our target industries.

In Pulp & Paper during the first quarter, we completed all shutdown engineering needed to support RockTenn at Hopewell, Virginia; we completed major studies and/or started detailed engineering for clients including Domtar, Georgia Pacific, Green Bay Packaging, and RockTenn. The opportunity exists to convert several of these projects into integrated engineering, procurement and construction (EPC) projects. In Chemicals, we are poised to move forward on our first EPC project with Olin, a new study with BASF, and are proposing on several other EPC opportunities with new clients. In Power, on our combined cycle project for LEPA, we have made significant progress with Power Engineers, our engineering partner, and mobilized to the site to begin construction. We have created a joint venture to pursue Florida power work with Burns & McDonnell, and have competitively bid and made the short list on a major combined cycle project for TECO. In Minerals, I must focus on our CARBO Ceramics project in Millen, GA and highlight the in-

credible performance of our integrated EPC team. We will complete this superior quality project ahead of schedule to support CARBO's growing market demand. We have already begun engineering for a second phase and early procurement activities for a third. I also want to point out the successful effort in workforce development, with just under 30% of our craft employees participating in Company-offered NCCER training and look forward to supporting the Project's five participants in the ABC National Craft Championships in May. Finally, the project has just celebrated 500,000 safe work hours without a recordable or a lost time injury, an incredible accomplishment.

At the Division level, I am also pleased to report that we have reached 3 million work hours without a lost time injury and experienced no subcontractor recordable injuries since inception. During 2014, we received the ABC Diamond STEP Award and a second prestigious safety award from Southern Company.

Finally, as we celebrate our third anniversary, we are enjoying numerous opportunities to work for and with other divisions of the Company. We have joint proposals into Mercedes and NASA, and we are positioned to provide support with our engineering talent in areas including engineered lifts and project modeling, and on the construction side in support of the broadening self-perform initiative.

100% CUSTOMER SATISFACTION *for 2013*

Robins & Morton is proud to give our clients world-class customer service—the kind that cultivates long-lasting relationships. At the end of every project, a third party surveys each client on pre-construction activities, construction activities, post-construction activities, miscellaneous comments and overall ratings, and we have maintained an overall average of 93% since the inception of this survey in 1993. Congratulations to the project teams featured below that received 100% results on their customer satisfaction client surveys in 2013.



AUBURN UNIVERSITY RECREATION AND WELLNESS CENTER

Auburn, Ala.

Recreation and Wellness Center

Start Date: May 2011 **End Date:** July 2013 **Cost:** \$52,524,860

Team Members: David Bidy, Ginger Cullen, Roland Dorsey, Jacob Gregson, Brian Hale, Paul Horne, Corey Kennedy, Jerry Marshall, Mark Mattox, Kirk Maynor, Chris Messer, Brad Parker, Jim Romano, Marty Thompson, Phil Yance

Comments:

"I don't know if I've ever worked with a more professional outfit. From top to bottom, Robins & Morton has it down. They are the picture of professionalism, and their 'can do' attitude was impressive. They treated me so well and made me feel special throughout the entire five-year process. It was an amazing experience."

Jennifer Jarvis, *Director of Campus Recreation, Auburn University*



OPELIKA POWER SERVICES

Opelika, Ala.

Power Services Building

Start Date: February 2012 **End Date:** April 2013 **Cost:** \$12,442,000

Team Members: Ginger Cullen, Roland Dorsey, Jimmy Griffis, Jerry Marshall, Richard Myers, Brad Parker, Kent Tarpley, Phil Yance

Comments:

"This is the second project that Robins & Morton has done for us, and we have the company involved on a third project at the Opelika High School. We were so impressed with what Robins & Morton did for us on the Sportsplex project four or five years ago, that we didn't hesitate to get them involved on this project at the outset. They just do great work."

Gary Fuller, *Mayor, City of Opelika*



HOUSTON NORTHWEST MEDICAL CENTER CANOPY

Houston, Texas

Medical Mall Addition and Cardiac Rehabilitation Renovation

Start Date: November 2011 **End Date:** October 2012 **Cost:** \$4,739,075

Team Members: Heidi Barber, John Beckham, Burt Easterling, Todd Gossett, Dan Kershner, Larry Lacey, Pedro Olvera, Rusty Spray, Jeanie Turner

Comments:

"I have come to expect a lot out of Robins & Morton's site management. They always pay a lot of attention to this, which we appreciate. They take a lot of pride in this aspect of their projects."

Kim Pulliam, *Director, Central States Construction + Design, Tenet Healthcare Corporation*



HYATT PLACE

Pensacola, Fla.

127-Room Marquee Hotel

Start Date: January 2012 **End Date:** March 2013 **Cost:** \$11,758,394

Team Members: Doug Bowerman, Caleb Chandler, Robert Gambrell, John Helms, Corey Kennedy, Connie Lantrip, Joan Lowery, Joel Pate, Adam Scott

Comments:

"Robins & Morton is just an excellent construction company. I hope to be fortunate enough to work with them again in the future."

Christian Mills, *Senior Project Manager, Innisfree Hotels*



MAGNOLIA REGIONAL HEALTH CENTER

Corinth, Miss.

Diagnostic Imaging and Emergency Department Addition and Renovation

Start Date: September 2011 **End Date:** February 2013 **Cost:** \$20,303,331

Team Members: Lance Cobb, Jimmy Hunter, Ken Fennell, Ann Fultz, Todd Gossett, Justin Hill, Nick Jackson, Connie Lantrip, Joan Lowery,

Jim Poole, Audrey Roden, Jeff Roden, Lisa Rota, Sean Wofford

Comments:

"You just can't find these kinds of relationships these days. Robins & Morton's construction is great, but their relationship management is phenomenal."

Rick Napper, *Former Chief Executive Officer, Magnolia Regional Health Center*



CHILDREN'S HARBOR

Alexander City, Ala.

Children's Camp Renovation and Expansion

Start Date: September 2012 **End Date:** May 2013 **Cost:** \$4,027,204

Team Members: Jeremy Colburn, Gloria Cook, Ginger Cullen, David Green, Barry Jones, Brandon McDonald, Joel Pate, Anthony Porter, Robin Savage

Comments:

"The entire process, from bid to occupancy, was handled professionally and courteously. We felt that we had a true partner assisting us through the project. Overall the project was delivered safely, on-time, on budget and with exceptional quality."

Jim Ray, *Chief Executive Officer, Children's Harbor*



AUBURN UNIVERSITY SCHOOL OF KINESIOLOGY

Auburn, Ala.

School of Kinesiology

Start Date: December 2011 **End Date:** February 2013 **Cost:** \$13,891,391

Team Members: David Bidy, John Burleson, Ginger Cullen, Brian Hale, Paul Horne, Corey Kennedy, Jerry Marshall, Mark Mattox, Brad Parker, Michael Roberts, Jacob Shinta, Phil Yance

Comments:

"We are thrilled with the building we received and the way it was built. Robins & Morton went above and beyond to make sure the building met our program needs. We are more about function, and Robins & Morton understood this completely. It was a resounding success."

Dr. David Pascoe, *Assistant Director, Auburn University School of Kinesiology*



BENEWAH COMMUNITY HOSPITAL

Saint Maries, Idaho

20-Bed Addition, Emergency Department Renovation

Start Date: December 2010 **End Date:** February 2013 **Cost:** \$21,166,135

Team Members: Scott Bullock, Todd Gossett, Bill Hall, Connie Lantrip, Joan Lowery, Glenn Myers, Lisa Rota, Sean Wofford

Comments:

"The team from Robins & Morton was just so good to work with. I was very fortunate to have a partner like Robins & Morton. It was great to be a part of the Robins & Morton team, and we are proud of our project."

Lori Stoltz, *Chief Financial Officer, Benewah Community Hospital*



MEDICAL CENTER OF CENTRAL GEORGIA

Macon, Ga.

Patient Room Renovation

Start Date: October 2012 **End Date:** March 2013 **Cost:** \$2,500,000

Team Members: Heidi Barber, Mike Bumgardner, Leland Elston, Robert Gambrell, Todd Gossett, Eric Groat, Scott King, Joan Lowery, Bill Michael, Rusty Spray

Comments:

"They used all local subcontractors and vendors on the project, aside from the casework contractor. Robins & Morton did a great job of giving local firms the opportunity to be involved, which is very important to us."

Jeremy Ray, *Construction Manager, Medical Center of Central Georgia*



CHILDREN'S MEDICAL CENTER - LEGACY

Plano, Texas

Operating Rooms Buildout

Start Date: April 2013 **End Date:** August 2013 **Cost:** \$2,391,761

Team Members: Clay Camerer, Mike Corwin, Ginger Cullen, Noah Johnston, Joan Lowery, Curtis Walker, Bob Wall

Comments:

"Robins & Morton was 100% outstanding. The entire project was probably the smoothest and best project I've been on in a long, long time."

Mark Didway, *Project Manager, Children's Medical Center Legacy*

GIVING *with* PURPOSE



Robins & Morton participated in the 2014 **"WALK MS"** at Homewood Central Park on April 5th. Because of all your help, we raised more than \$46,000!

The money raised helps with research, support of those diagnosed with Multiple Sclerosis (MS) and support of their caregivers. A special thanks to our three Robins & Morton families who shared their stories; Debra & Ron Bowes, Sandra Burtch & Gary Martin and Paige & Todd Lankford.



Katelyn Sassin and Pat Gilliland work on Katelyn's "A Great Big World" acrylic piece.

Robins & Morton sponsored the **ATEAM MINISTRIES HEART 2 HEART** event, held February 15 at Ted's Garage in Birmingham. Children with pediatric cancer were paired with professional artists who helped the children create a piece of art. The professional artists also created a piece of art inspired by the children, and both pieces were sold by live and silent auctions at the Heart 2 HeART event. Robins & Morton was proud to support aTeam Ministries and professional artist, Pat Gilliland.

"My wife Helen Gilliland and I enjoyed creating art together, but during her two-year journey battling cancer, painting became an increasingly spiritual experience for her -- an emotional and physical release. Helen passed away this past August, and the timing and mission of this opportunity for me to participate in the aTeam Heart 2 HeART event seems almost like we are still working together. Painting gave Helen a sense of peace and helped her work through the physical and emotional roller coaster of her cancer journey. I hope creating art brings the same joy and release to these children and their families." Pat Gilliland

Two R&M teams coordinated food drives to support their communities this past Christmas.



The drive put together by the Sierra Providence East team benefitted the women and children at the **REYNOLDS HOME** in El Paso and soldiers in need from the **4-27 FA 2ND BRIGADE, 1ST ARMORED DIVISION**.

Left to right: Dan Kershner, Project Manager; Erik Woods, Assistant Project Manager; Norma Saenz, Project Assistant; and Jeff Jones, Field Superintendent.



It's official...the Nashville office collected 2,010 pounds (more than a ton) of food to donate to **SECOND HARVEST FOOD BANK!** All of the donated food was used by local charity Graceworks to feed Nashville's needy during Christmas 2013.



On March 8th, Robins & Morton participated in the **10TH ANNUAL CHILI COOK-OFF**. With over 11,000 people in attendance the event helped to raise approximately \$230,000. The event benefits The Exceptional Foundation whose mission is to enhance the lives of the special needs community.

RECENTLY PROMOTED

These individuals have displayed a strong work ethic and have improved their skills and qualifications in their positions.

CONSTRUCTION

Angel Colon-Rios Senior Project Manager
 Trey Crittenden Senior Project Manager
 Richard Nelson Senior Project Manager
 Jeff Jones Superintendent
 Mitch Wayte Superintendent
 Patrick Barrett Project Manager
 Robert Creswick Project Manager
 Jesse Golden Project Manager
 Gentry Jones Division Safety Manager
 Dennis Peterson Division Safety Manager
 Wesley Byrd Field Superintendent
 John Helms Field Superintendent
 Paul Horne Field Superintendent
 Jeff Morrisette Field Superintendent
 Alison Radcliffe Field Superintendent
 Wayne Baughn Assistant Superintendent
 John Burleson Assistant Superintendent
 Brandon Griffith Assistant Project Manager
 Juan Ortiz Assistant Project Manager
 Jason Owens Assistant Project Manager
 Ken Roberts Field Project Engineer
 Roland Dorsey Project Engineer
 Josh Farr Project Engineer
 Justin Free Project Engineer
 Scott King Project Engineer
 Austin McKinney Project Engineer
 Brandon Neutzling Project Engineer
 Marcus Brimley Senior Subcontract Administrator
 Tammy Allen Field Office Assistant
 Charissa Thomas Procurement Specialist

ENGINEERING

Becky Bell Senior Project Manager
 Bill Beckham Process Specialist
 Alan Cannon Process Specialist
 Josh Beck Senior Process Engineer
 Steven Holley Advanced Process Engineer
 Cameron Thorne Advanced Discipline Engineer
 Tom Woodroof Advanced Discipline Engineer
 Stephen Cauthen Senior Discipline Engineer
 Jim Collier Senior Discipline Engineer
 Norman Hicks Discipline Engineer
 Austin Oliver Project Engineer
 Justin Poland Senior Designer
 Mel Blinson Principal Designer
 Dan Forehand Principal Designer
 Eric Lucas Principal Designer
 Marieta White Advanced Project Controls
 David Quillin Associate Document Control
 Alyssa Fenty Associate Project Controls Specialist

PRECONSTRUCTION

Warren Scroggins Division Manager of Estimating
 Lance Cobb Senior Estimator

MARKETING

Margaret Mitchell Marketing Coordinator

Based your survey feedback, we consolidated some NewsCorner content. You can find additional information and regular updates on the following topics available on HUB.

	WELLNESS & BENEFITS
	EMPLOYEE ANNOUNCEMENTS <i>Employee Celebrations, Announcements, Achievements, Babies</i>
	R&M IN THE NEWS <i>Awarded Projects, Awards/Rankings, In the News, Project News</i>
	HR UPDATES <i>New Hires</i>
	GIVING WITH PURPOSE

ROBINS & MORTON

BY THE NUMBERS

WE WELCOME
30
NEW HIRES

Junaid Ahmad <i>Advanced Discipline Engineer</i> Raleigh-Durham	HealthSouth Newnan	Brandon Hallford <i>Piping Superintendent</i> Southern Company	Shawn Norman <i>Safety Engineer</i> LEPA
Keith Asbill <i>Senior Designer</i> Raleigh-Durham	Sarah Crow <i>Field Office Administrative Coordinator</i> Cherokee	Gibson Hand, Jr. <i>Field Engineer</i> Duke Medical Center	Laurie Padgett <i>Human Resources Coordinator</i> Corporate
Jason Bennett <i>Assistant Superintendent</i> CaroMont Regional Medical Center	Shane Culver <i>Estimator</i> Cherokee Indian Hospital	Mark Isbell <i>Principal Designer</i> P&I Birmingham	Garrett Plossay <i>Field Engineer</i> Treasure Valley
Tim S. Busby <i>Field Engineer</i> Pinckneyville Community Hospital	Justin Dorning <i>Field Administration Manager</i> LEPA	Paul Johnson <i>Senior Estimator</i> P&I Birmingham	Christopher J. Rutkoski <i>Senior Process Engineer</i> Raleigh-Durham
Jordan T. Carter <i>Field Engineer</i> Northside Medical Center	Byron Edwards <i>Field QA/QC Manager</i> Freeport McMoran	Steve Kent <i>Business Development</i> P&I Birmingham	Blake Sayers <i>Assistant Estimator</i> Corporate
Mabry Cook Jr <i>Field Engineer</i>	Lowell Fields <i>Civil Superintendent</i> CARBO	Curt Martin <i>Senior Procurement Agent</i> P&I Birmingham	Jan White <i>Field HR Manager</i> P&I Birmingham
	Brandon Fillingame <i>Discipline Engineer</i> P&I Birmingham	John May <i>Field Purchasing Agent</i> P&I Birmingham	Sam Whitt <i>Field Engineer</i> St. Luke's The Woodlands Hospital
	Frank Green, III <i>Millwright Superintendent</i> RockTenn	Debra Mitchem <i>Administrative Assistant</i> Corporate	Garrett Williams <i>Field Project Engineer</i> LEPA
	Ashley Halford <i>Marketing Coordinator</i> ERS		

For updates on New Hires, be sure to check out the HR announcements section of HUB.

SERVICE ANNIVERSARIES

5 YEARS OF SERVICE Benito Rosales	10 YEARS OF SERVICE Grant Carlson Ashley Dyer Don Hardy Melissa Owens	20 YEARS OF SERVICE Connie Eaton Derek Gregg Craig McClendon	25 YEARS OF SERVICE Barry Jones
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15 **BABIES** were born to R&M employees.
To see photos of these bundles of joy, visit the Employee Announcements section of HUB.

AHEAD of the CURVE

CONSTRUCTION SITE GOES PAPERLESS AT DUKE UNIVERSITY MEDICAL CENTER

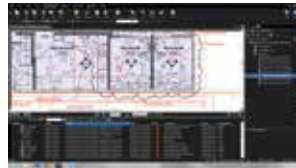
The project team at Duke University Medical Center took on the challenge to champion a “paperless jobsite” concept while working on Duke’s campus. Team members are utilizing several software and mobile technology solutions to improve communication and digitally inform all parties on policies, procedures, safety protocols and project changes.

Making this no-paper challenge feasible is the use of iPads utilizing software and apps including Box.com, BlueBeam Revu, and iAuditor. The significant lesson learned is that going paperless significantly increases productivity, efficiency and quality. Every individual team member is able to add value to the project in creative ways because of the ease of communicating in real time. Subcontractors have been extremely positive about adopting and improving the technology.

Key methods and benefits of the paperless job site include:

- **New Processes:** Team members digitally create and manage punch-lists. This process has shown a 50% or better time savings. Once lists are produced they can be immediately distributed and tracked in real time.
- **New Services:** The digital tools allow value-added services such as in-wall photos that are embedded are on the floor plan drawings

as part of the in-wall inspection procedure.



- **Project ECO:** Online and digital solutions mean there is no reason to print submittals, RFIs or most safety documents. One set of paper drawings in the office per project is all that the team needs to keep on hand.

- **Improved Communication:** Box.com allows sharing of all files across the entire project team in real time. Drawing updates can be distributed directly to the subcontractor foremen. Access to drawings, specifications, submittals, inspection reports, safety documents, Schedules, RFIs, etc that usually are not easily accessible to the field staff are now one click away, even when project staff are walking the site.

The best news from the Duke Project team: the time and cost savings realized. “Because we have such wider access to information, we can better manage all the multiple tasks of a construction project, saving significant time across the board every day the field,” said Scott King, Project Engineer with the Robins & Morton Duke team. “Implementation costs are low as well, since the technology we are using is based around accessible tools and mobile devices.”

13 MILLION EXPANSION ADDS 30 BEDS FOR TREATMENT OF PREMATURE BABIES



ORLANDO, Fla. – Winnie Palmer Hospital for Women & Babies opened the doors to an expansion of its neonatal intensive care unit (NICU). The expansion, which adds 30 beds to the hospital’s existing 112-bed NICU, **will make it the largest NICU in the world under one roof.**

“Our NICU is one of the busiest in the country and has been running at or near capacity from

the moment we opened our doors,” says Kathy Swanson, president of Arnold Palmer Medical Center. “We’ll treat more than 1,600 babies in our NICU this year with a wide variety of conditions that require advanced care for weeks or months in some cases. These 30 new beds allow us to more effectively treat those babies with the world-class care our NICU is known for.”

Located on the eleventh floor of Winnie Palmer Hospital, the new \$13-million unit was funded totally through philanthropic support. It is named the Haley Family Neonatal Intensive Care Unit in honor of Dee and Roy Haley, a local family that was one of several donors who provided philanthropic support for planning and construction.

The unit features 30 level-2 (intermediate care level) NICU beds in an environment designed by architecture firm Page Southerland Page to help enhance family-centered care. It will foster more family bonding time and opportunities for parents to become more comfortable in caring for their baby’s medical and developmental needs. Each room in the new unit is private with a fold-down bed to accommodate overnight stays by a family member, and includes a private bathroom and shower among other amenities. Robins & Morton is proud to have been a part of another successful project at Winnie Palmer Hospital for Women & Babies!

R&M project MILESTONES

GROUNDBREAKING HELD FOR CHEROKEE INDIAN HOSPITAL

CHEROKEE, N.C.

Cherokee Indian Hospital, Robins & Morton and the rest of the IPD team broke ground on the new 149,000 square foot facility on Tuesday, March 18. The ceremony marked a huge milestone for the community.



Attendees participate in the Cherokee Friendship Dance at the groundbreaking ceremony.

“This is the first hospital that our community has had any say in,” said Carmaleta Monteith, Cherokee Indian Hospital Authority Governing Board chairperson, who gave a brief history of the first three hospitals in the Cherokee community. She said the community has been a huge help in the planning for the new hospital. “It really is a hospital that is ours.”

Casey Cooper, Cherokee Indian Hospital Authority CEO, commented, “We

stand here today because we are dedicated to the health care of this Tribe for the next seven generations. This groundbreaking ceremony is yet another illustration of our Tribal leadership’s commitment to the future of our Tribe.”

Superintendent Bill Stevens spoke at the event, “We recognize what a huge milestone this is for your community to build a new hospital. We are thankful and happy to be a part of this project.”

The hospital is utilizing a Integrated Project Delivery (IPD) contracting method and Lean Construction tools and philosophies and is slated to be completed in early 2016. Cherokee Indian Hospital serves a tribe of 15,000 members across a five-county area of western North Carolina.

Story adapted from article in the Cherokee One Feather.



The Robins & Morton construction team, Phil Yance, Robert Grady, Austin McKinney, Josh Young, Marshall Scott, Bill Morton, Bill Stevens, and Robin Savage.



LEPA AWARD

MORGAN CITY, LA.

The project includes a GE LM6000 Gas Turbine Generator, Victory Heat Recovery Steam Generator and a Siemens Steam Turbine Generator. Robins & Morton is partnering with Power Engineers, out of Haley, Ida., who will provide design engineering services. Robins & Morton will provide all procurement, construction, and commissioning services. The project will add approximately 120 construction jobs over a 16 month period.



CHS BEHAVIORAL HEALTH CENTER

DAVIDSON, N.C.

Robins & Morton recently completed the 66-Bed Behavioral Health Center in Davidson, N.C. for Carolinas HealthCare System. The \$36 million behavioral-health campus is located in northern Mecklenburg County on 22 acres. It includes a 67,280 square foot inpatient hospital and a 10,000 square foot medical office building for outpatient care. The facility will help meet a growing need for inpatient behavioral-health services in the Charlotte region as well as provide 155 full-time employees.



CMC HEMATOLOGIC ONCOLOGY UNIT COMPLETES

CHARLOTTE, N.C.

On January 16th, Carolinas HealthCare System’s Levine Cancer Institute in Charlotte, N.C., opened the region’s first adult blood and marrow transplantation (BMT) unit. The unit includes 16 specialized rooms, an apheresis unit for the collection of donor cells for patients, and a cell processing lab located on the fourth floor of Carolinas Medical Center. The entire unit is a positive pressure environment, where highly filtered air is circulated 12 times an hour, exceeding industry standards.



GRAND BOHEMIAN HOTEL

MOUNTAIN BROOK, ALA.

Construction officially began on the \$35 million Grand Bohemian Mountain Brook boutique hotel at a groundbreaking ceremony on January 16. Robins & Morton is leading the construction as part of the larger planned development Lane Parke. Amenities of this boutique hotel will boast an on-site Grand Bohemian Art Gallery, Kessler signature Poseidon Spa, meeting and event space, and vibrant rooftop bar and restaurant.



HEALTHSOUTH HOSPITAL OPENS

LUDLOW, ALA.

The 74,000-square-foot hospital is the largest newly built facility for HealthSouth Corporation, and it is also anticipating LEED Silver 2009 HC certification from the U.S. Green Building Council.



MACON TOPPING OUT

MACON, GA.

The Medical Center of Central Georgia’s Center for Specialty Medicine project “topped out” on March 6, 2013. To commemorate this construction milestone, the steel beam that ultimately completed the building’s structure was displayed in the main hospital lobby for several weeks and signed by hundreds of staff members, patients and visitors.

RECENTLY *awarded* PROJECTS

Construction

Louisiana Energy and Power Authority (LEPA) ..\$59,000,000
Engineering, Procurement and Construction
Morgan City, La.

Otto Kaiser Memorial Hospital\$38,000,000
New Hospital and Wellness Center
Kenedy, Tx.

Ocala Regional Medical Center.....\$16,000,000
ICU Addition
Ocala, Fla.

West Marion Community Hospital\$8,000,000
Lab Renovation and Bed Tower Addition
Ocala, Fla.

INTEGRIS Health Edmond\$8,000,000
Medical Office Building
Edmond, Okla.

HealthSouth Little Rock.....\$6,000,000
24-Bed Addition
Sherwood, Ark.

Bon Secours St. Francis Hospital\$5,000,000
OR/Interventional Lab Renovation
Charleston, S.C.

Springs Memorial Hospital\$3,000,000
Emergency Department Renovation
Lancaster, S.C.

Colorado Plains Medical Center\$3,000,000
OB and Internist Suite
Ft. Morgan, Colo.

Poinciana Medical Center\$2,600,000
Emergency Department Expansion
Kissimmee, Fla.

CARBO Ceramics\$2,500,000
Construction – Line 2 Concrete Package
Millen, Ga.

Engineering

Pulp & Paper.....\$4,000,000
Kapstone Kraft Paper Company
Charleston, S.C.

Green Bay Packaging
Morriston, Ark.

SP Fiber
Dublin, Ga.

RockTenn
Various Mills

Georgia Pacific
Various Mills

Domtar
Ashdown, Ark.

Power, Minerals and Chemicals\$1,000,000
CARBO Ceramics
Millen, Ga.

Dominion Power
Dumfries, Va.

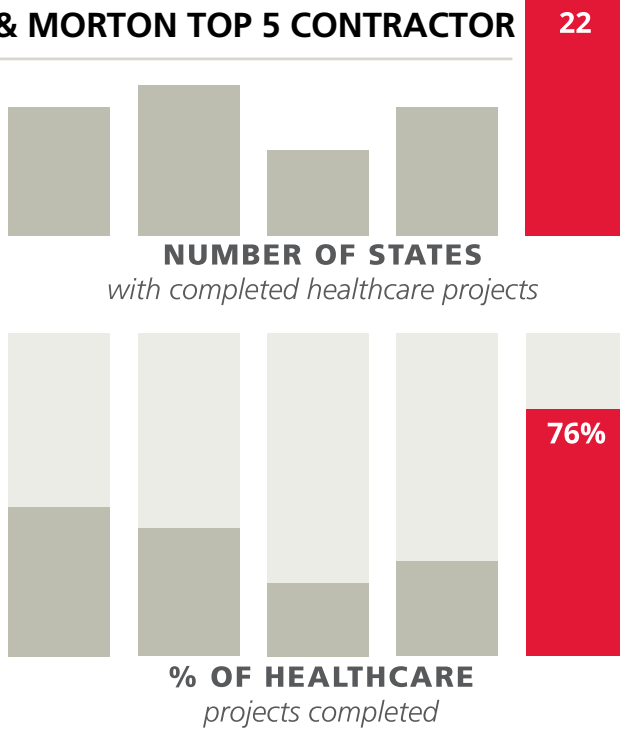
Lhoist North America
Montevallo, Ala.

US Magnesium
Salt Lake City, Utah

The P&I division has received several engineering awards by firms throughout the country totaling more than \$5,000,000. The details of location, cost and complexity concerning many of these projects are confidential per the clients' request.

MODERN HEALTHCARE RANKS ROBINS & MORTON TOP 5 CONTRACTOR

In its 2014 survey of construction and design companies, *Modern Healthcare* magazine ranked Robins & Morton 5th among the top general contractors in healthcare construction, based on 2013 revenues. We have specialized in healthcare construction for more than half of our 68 year history.



Robins & Morton topped the list with more than \$753 million in revenue for completed construction projects in 2013. Last year, we built more than 3 million square feet in healthcare across 22 states. Since the inception of the Modern Healthcare Construction and Design survey in 1986, Robins & Morton has been ranked for 26 consecutive years, each year among the top 6 contractors and including six No.1 rankings. Check out the graph to the right that illustrates how we stacked up against the top 5 in 2013.

ROBINS & MORTON

VISION

TO BE THE CONSTRUCTION AND ENGINEERING SERVICES PROVIDER OF CHOICE, WHOSE PEOPLE DEMONSTRATE INTEGRITY AND POSITIVE ATTITUDES.

MISSION

TO LISTEN TO OUR CLIENTS AND EXCEED THEIR EXPECTATIONS.

VALUES

- SAFETY
- CLIENT FIRST
- INTEGRITY
- RESPECT
- COMMITMENT
- COLLABORATION
- EXCELLENCE

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2013 100% Customer Satisfaction 3

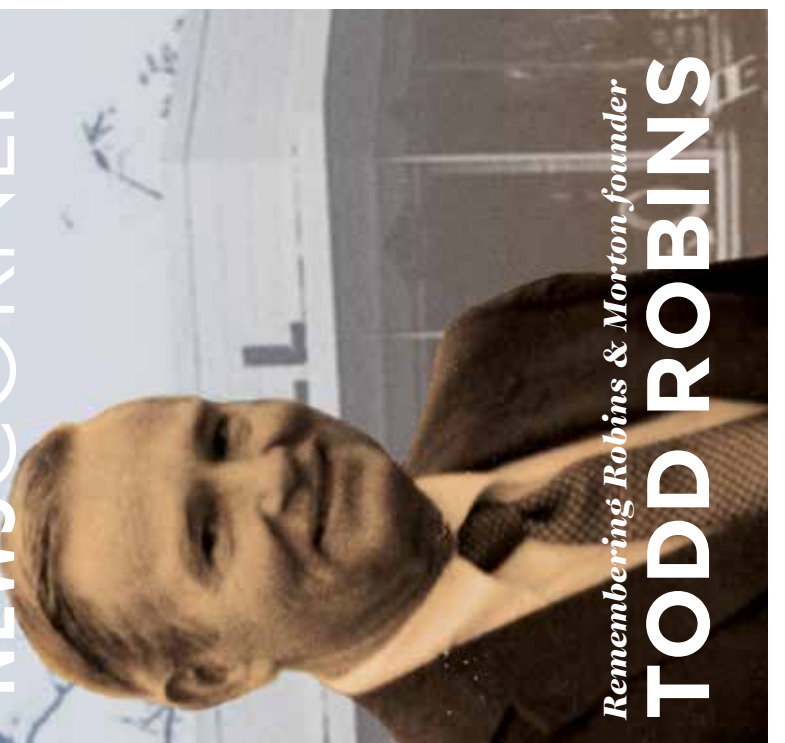


ROBINS & MORTON

400 Shades Creek Parkway
Birmingham, Alabama 35209

NEWS CORNER

ROBINS & MORTON



Remembering Robins & Morton founder

TODD ROBINS



Cherokee Groundbreaking 5



Remembering Todd Robins 1