More than a decade ago, Senior Vice President Phil Yance and Division Manager Richard Anderson teamed up to pursue a healthcare project in San Antonio, Texas. But this project was different than others that Robins & Morton had tackled — not just in scope, but in market sector. It was for the South Texas Veterans Health Care System, the umbrella organization of the Audie Murphy VA Hospital and Polytrauma Rehabilitation Center. Yance didn’t know at the time, but this was only the beginning of a new stage for the company and his career.

The pursuit and award of the Audie Murphy Polytrauma Rehabilitation Hospital replacement in 2009 led Yance and Robins & Morton leadership to realize there was untapped potential for the firm in providing construction services to the government. Robins & Morton’s track record for collaborative, creative thinking and a client focus made them an ideal fit for the type of work, as each project often had multiple stakeholders. Audie Murphy’s ultimate success planted the seed for what would grow into a thriving new sector for Robins & Morton: the Government Services Division.

And grow it did.

Yance, with the help of Project Director Nick Dill, went on to pursue work with the US Army Corps of Engineers’ Mobile District. The Corps’ best value selection process aligned well with Robins & Morton’s negotiated approach, as it evaluated contractors by the quality of their proposals and previous experience — they didn’t just accept lowest bidder. These pursuits led to Indefinite Delivery/Indefinite Quantity (IDIQ) and Multiple Award Task Order (MATOC) contracts, each compounding and opening doors to new opportunities for the team. Shortly thereafter, the GSD was fielding Requests for Proposals (RFPs) from the General Services Administration (GSA), municipalities, the military, tribal entities, The Department of State, The Department of Justice and more.

Today, the GSD is one of the most diverse divisions at Robins & Morton in terms of its clientele, geographical reach and project types. They've completed projects in 18 states, from Maryland to Washington and even Puerto Rico, performing infrastructure work, renovations and new builds that span a variety of purposes.

Although 2020 has been a challenging year, the GSD has worked alongside their clients to adapt to their unique needs: from accelerating schedules of in-progress healthcare facilities to embarking upon the construction of a completely new, conceptualized facility in only two weeks. The same spirit of flexibility established in their founding so many years ago has remained central to their operations — doing whatever it takes to achieve the goal.

In the first half of the year, the division completed four projects of significant impact, size and prominence to the communities where they are located. They include Miami Beach Convention Center Alternate Care Facility in Miami Beach, Florida; Cherokee Indian Hospital’s Phase II addition and crisis stabilization unit in Cherokee, North Carolina; Fort Hood’s Billy Johnson Dental Clinic in Fort Hood, Texas; Opelika Police Department and Municipal Court in Opelika, Alabama. These projects alone total more than $100 million.

The GSD, led by Yance and Dill, is thriving with a team of seven in the Birmingham office, and numerous field team members working on projects across the country, navigating more project volume than ever before. To date, they’ve submitted 25% more RFP responses than 2019 and are looking toward some of their largest opportunities in history. Although their work has evolved in many ways, they see their future much like they did 10 years ago: full of potential and growth, and building facilities that better serve our nation’s communities.
In our most recent sales meeting, we reported about $1 billion in sales for 2020. While that will only be 69% of this year's goal, almost all of the reduction was caused by clients postponing or opting to canceling projects. So, with most of the postponed projects moving into 2021 and a surprising increase in forecasted new sales for 2021, we are now optimistic that 2021 will be an excellent recovery year. The better news is that we expect to achieve 94% of our 2020 revenue goal. And while net income will be disappointing, we will have reported a profitable year and avoid the downsizing we see in so many other areas.

Two recent awards are part of the reason for our 2021 optimism. We were awarded the $135 million Johnson Integrated Operations Building & Proton and Carbon Facility for Mayo Clinic in Jacksonville, Florida, and the $550 million Baptist Health South Florida Boca Raton Regional Hospital Master Facilities Plan in Boca Raton, Florida. Together they represent $845 million of new work to start by mid next year. In the tribute to Johnny Sturkie in this Newcomer, you will see what a wonderful life he led. He left us too soon -- and is missed by his wife, Tread, as they dealt with their loss. We will be long in dealing with losing a friend and valuable member of the R&M family. If you missed it, there is a link to a recording of Johnny's Celebration of Life event here: august 8, 2020, available on Microsoft Stream.

In early August, we launched our Building for Tomorrow challenge. Over the next four months, our teams were encouraged to level up their community involvement – either individually, as a department, or as a project team – to build a better tomorrow. So far, we have reports of more than 200 hours of involvement for organizations such as Knights of Columbus, Wounded Warrior Foundation, F.R.I.E.N.D.S, Boy Scouts of America, Big Brothers Big Sisters, The Lake Helen League for Better Living and the Birmingham Free Store. Another team started a letter writing campaign in support of Love for the Elderly. This organization delivers letters with kind and encouraging words to elderly that are in community living situations away from their families/friends. A group of Birmingham departments aided the YMCA in helping distribute purchase boxes for their Farmers to Families Event. These are exactly the kinds of activities we envisioned. I am looking forward to hearing many more stories like these.

Another initiative we are working on is the R&M Family Table. Although only in its early stages, we have already conceptualized Family Campaign and Cultural Resources Groups as foundations. The Family Campaign will serve as an expansion to the current Family Hub Facebook Group, offering additional enrichment opportunities such as money management and nutritional classes. The Cultural Resource Groups will be inclusive spaces for employees to connect, learn and grow. These groups are being formed to ensure our environment remains conducive to learning and sharing. You will be hearing more details about the Family Table soon.

The past few months have been some of the most difficult we have faced as a company. The leadership provided by our coronavirus task force helped us deal with the virus in a very effective manner. Your hard work and dedication produced excellent project results while adhering to the actions needed to maintain a safe and healthy environment. We had absolutely zero people testing positive to date and no severe health situations. While we should not let our guard down, hopefully we are in a declining period of the pandemic and looking forward to a return to normal activity. Thanks to all of you for your personal contributions during these challenging times.

REMEMBERING JOHNNY STURKIE

Johnny joined Robins & Morton in 1999 after graduating from The Citadel Military College of South Carolina in Charleston in 1997, spending the majority of his career with the company. He expertly navigated the ranks of project management, finding his niche and excelling at his work. His work was visible to anyone who knew him. Johnny impacted Robins & Morton, the communities where he worked and many of our people over the past 21 years. He was a friend to many and he will be greatly missed.

In early August, we experienced the loss of our co-worker and friend, Johnny Sturkie, and are now optimistic that 2021 will be an excellent recovery year. The better news is that we expect to achieve 94% of our 2020 revenue goal. And while net income will be disappointing, we will have reported a profitable year and avoid the downsizing we see in so many other areas.

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The optimistic view of 2020 should be: “Something good comes out of everything, no matter how bad it may seem.” Although we continue to deal with many challenges that could have some tough, far-reaching effects for us, we should remember that we are also gaining from this unusual time. Whether you are viewing this with the eyes of curiosity, scrutiny or as a learning experience, I hope you will take advantage of the good opportunities when possible. Thanks to everyone for keeping a positive outlook and attitude.

In closing and most importantly, I’d like to make a statement about our friend and colleague, Johnny Sturkie, who passed away recently. Johnny was a warm, caring individual with a zest for life and a real love for everything he was doing. He truly cared about the people around him and always brought an air of positivity with him, even in the most challenging times. Although he is no longer with us, there is a piece of him that will stay with us and make us a little better. We will all miss him.
At the end of May, Robins & Morton reached another milestone in our geographic expansion efforts to better serve our clients and strategically grow our company. After more than a year of planning, we opened our long-awaited office in San Antonio, Texas.

While our address may be new and the paint on the walls is still fresh, our commitment to San Antonio and South Texas spans more than 36 years, built upon the relationships established through previous work in the area. We look forward to integrating ourselves further into this unique community.

Since our opening a few months ago, our team of three welcomed a new intern and began the interview process for a Senior Preconstruction Manager. Our intern, Dustin, spent the summer with us and will stay onboard during his fall semester at the University of Texas, San Antonio.

In addition to supporting several projects’ operations, we’ve also been busy networking and making new connections. We know that the early stages of these relationships are just the beginning of establishing Robins & Morton as a valued resource and trusted advisor in South Texas’ construction marketplace.

It’s been exciting to spearhead this new venture, supported and encouraged by so many of our Robins & Morton team members. While reduced travel may prevent you from visiting us temporarily, we wanted to share a few photos of the new space and we’d be glad to welcome you to the Alamo City if you’re in the area. We look forward to seeing you soon.

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**ESTABLISHED IN THE ALAMO CITY: AN UPDATE FROM ROBINS & MORTON SAN ANTONIO**

August marked the official launch of Building for Tomorrow, Robins & Morton’s fourth quarter effort to get into the holiday spirit by giving back. We’re challenging our project teams and departments to volunteer individually, together, socially distant, virtually, and the many ways available to us in 2020. We believe that together, our actions can build something great – something lasting.

For the 34th year, Modern Healthcare magazine ranked Robins & Morton among the top 10 in its listing of general contractors. This year, Robins & Morton landed at number five in the magazine’s 2020 survey of construction and design companies, with more than $1.1 billion of completed healthcare construction work in 2019. This represents more than a 17% increase in revenue from the previous year. The company also saw a jump from 5.6 million completed square feet in 2018 to 6.2 million square feet last year within the healthcare sector.

“Robins & Morton has specialized in healthcare construction for more than half of our almost 75-year history,” Bill Morton, Chairman and CEO, said. “We’re proud that we’ve consistently ranked among the top healthcare construction companies and are thankful for the clients who put their trust in the expertise of our people. The relationships with our clients and industry partners helped make 2019 a record year for our company.” Healthcare accounted for 90% of the company’s total revenue from work completed in 2019.

While some healthcare clients have postponed projects following the economic downturn resulting from COVID-19, Robins & Morton entered 2020 with some of its largest-ever healthcare projects and continues to see new opportunities. The firm has consistently ranked among the top contractors since the inception of the Modern Healthcare Construction and Design Survey in 1986, including six number one rankings.

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**BUILDING FOR TOMORROW: AUGUST KICKS OFF NEW SERVICE CAMPAIGN**

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We also believe that the best of 2020 is yet to come, so together, we’re Building for Tomorrow.

For more information on the September challenge and how to participate, click the Building for Tomorrow banner on HUB’s homepage at robbinsmorton.sharepoint.com.

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**TWO ROBINS & MORTON PROJECTS SELECTED AS BUILDING BIRMINGHAM AWARD WINNERS**

This summer, the Birmingham Business Journal named two Robins & Morton projects – Longleaf at Liberty Park and Birmingham Orthodontics – as honorees in their annual Building Birmingham Awards program.

Projects were selected for impact, innovation, details of the building, its design process and complexity. Congratulations to these teams on this prestigious recognition. We thank them for their commitment to building a more dynamic Magic City.

**Longleaf at Liberty Park**

**Vestavia Hills, Alabama**

- Client: Braemar Partners
- Architect: Niles Bolton and Associates
- 95-bed senior living community

**Challenges:**
- Site logistics: the project’s location between the Cahaba River and a hillside
- Required detailed geotechnical engineering
- Record-setting rain during foundational construction
- Extensive environmental protective measures to mitigate impacts to the Cahaba River

**Birmingham Orthodontics**

**Hoover, Alabama**

- Client: Birmingham Orthodontics
- Architect: KPS Group
- Orthodontic medical office building
- 10,411 square feet
- Five-acre site in Hoover, one of Birmingham’s fastest-growing suburbs

**Challenges:**
- Unique soil and environmental challenges, requiring intricate soil erosion control measures
- Maintaining the six-month schedule with nearly 40 inches of rain falling in the project’s first two months

Both projects were featured in the Birmingham Business Journal at the end of August.

Eric Great, Operations Manager and San Antonio office leader
On April 15, our Duke Health project team in Durham, North Carolina, worked alongside the hospital’s staff to plan a special 10th birthday surprise for cancer patient, Reese Loggins. At the request of his dad, the project team was able to host Reese’s birthday gift—a new bike—to his room window using their crane while singing Happy Birthday from the jobsite below.

On Feb. 28, Robins & Morton was a presenting sponsor for the Southeastern Health Foundation’s 28th Annual Caring Forward Gala of Grateful Giving, benefiting their Best Health Forward campaign. This campaign works to improve health and quality of life in Lumberton, North Carolina, through education, awareness and fundraising for programs that contribute to that mission.

On April 9, members of the Nashville team volunteered at Robins & Morton’s Wofford College project team made a special delivery to Spartanburg Regional Hospital, distributed meals to day- and night-shift workers at Tampa General Hospital. Among nearly 100 other boats, they floated in front of the hospital with signs and air horns, cheering on the healthcare professionals for their Best Health Forward campaign. This campaign works to improve health and quality of life in Lumberton, North Carolina, through education, awareness and fundraising for programs that contribute to that mission.

In May, Senior Superintendent Allen Sanders and his wife, Christine Sanders, led an appreciation floatilla parade for the workers at Tampa General Hospital. Among nearly 100 other boats, they floated in front of the hospital with signs and air horns, cheering on the healthcare professionals fighting COVID-19.

On May 5, Robins & Morton and its Wolford College project team made a special delivery to Spartanburg Regional Hospital. The team distributed meals to day- and night-shift emergency personnel at the hospital as they continued to treat patients at the height of the COVID-19 pandemic.

In July, the Duke Raleigh Hospital South Pavilion project team in Raleigh, North Carolina, found a creative way to assist their community while also social distancing. The team collected and donated more than 500 pounds of food and 1,000 items to the Tri-Area Ministry Food Pantry. These included diapers, wipes, baby food and other personal care items. A big thank you to both the Robins & Morton personnel and trade partners that teamed up for this successful effort.

On May 9, members of the Nashville team volunteered at Second Harvest Food Bank of Greater Middle Tennessee to distribute food boxes for their Farmers to Families program in August. This program provides fresh, healthy foods for families in need. The effort also kicked off several team members’ contributions to Robins & Morton’s Building for Tomorrow campaign. To learn more about Building for Tomorrow, see page 3.

Don’t Miss Out!

The Framework

Your new internal news source, providing a weekly, all-in-one update of what’s going on at Robins & Morton. Before you start reading, please note that this is the most efficient format and cutting down the clutter in your inboxes.

Check It Out

In Your Inbox Every Monday at 2:00 AM EST

Recently Promoted

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

Alex DeBernardi Marketing Manager
Rene Salinas Field Safety Engineer
Ken Cruz Project Assistant
Carla Hagon Field Office Assistant

WE WELCOME

14 NEW HIRES

Hunter Bullock Field Engineer
Jefferson Hotel
Hunter Chambers Field Engineer
Redstone Federal Credit Union

5 YEARS OF SERVICE

- Danny Alonso
- Arlington Bergan
- Carrie Carr
- Armando Cernan
- Justin Corrao
- Brian Cowan
- Jeronimo Sanchez-Sanchez
- Roosevelt Davis
- Robert Dease
- Alex DeBernardi
- Jon Druin
- Jeffery Durrett
- Ivanyela Estevos

5 YEARS OF SERVICE

- Juan Gutierrez
- Mario Hammond
- Joseph Hannon
- Joseph Jaimes
- Teresa Kline
- Ben Leaver
- Hugo Lopez
- Barry Maxwell
- Jessica Montano
- Oscar Velasquez-Ortega
- Blake Odom
- Todd Olszno
- Adam Oامر
- Eric Pagel
- Anik Patel
- Jason Patles
- Lennie Phillips
- Luis Pilo

10 YEARS OF SERVICE

- Jose Ramirez
- Darian Robinson
- Chris Rodgers
- Clint Smith
- Carlos Sirgo
- Alonso Stanley
- Joyce Starling
- Yehudi Yehuda

20 YEARS OF SERVICE

- Gary Berstler
- Bert Easterling
- James Ipodaga
- Joseph Rush
- O’Neal Aguirre-Tujillo

20 YEARS OF SERVICE

- Gabby Murphee
- Field Engineer
- South Baldwin Coastal
- John Sharp
- Superintendent
- HH West Bed Tower
- Matt Sims
- MEP Manager
- HH West Bed Tower
- Samuel Truxal
- Field Engineer
- John Sealy Hospital Renovation

30 YEARS OF SERVICE

- John Beckham

BY THE NUMBERS
ST. DAVID’S HEALTHCARE, NORTH AUSTIN MEDICAL CENTER’S PEDIATRIC RENOVATION OPENS

AUSTIN, TEXAS

In April, Robins & Morton completed St. David’s Healthcare, North Austin Medical Center’s pediatric renovation. The 36,377-square-foot space contains nearly 8,000 square feet of pre-operational spaces, 72 patient rooms, and shell space for future expansion. Additionally, it will house a kitchen, restaurant space, and a physician’s parking garage.

The facility will feature 24 operating rooms, 14 observation rooms, post-anesthesia care units, pre-operational spaces, 72 patient rooms, and shell space for future expansion. Additionally, it will house a kitchen, restaurant space, and a physician’s parking garage.

FISHERMEN’S COMMUNITY HOSPITAL TOPS OUT

MARATHON, FLA.

On May 15, Robins & Morton, AdventHealth Tampa and other guests gathered to virtually celebrate the topping out of the hospital’s new Tanega Center for Innovative Surgery through the Microsoft Teams Live platform. Once complete, the addition will total 314,000 square feet, tying into the main hospital. It will feature 100 private rooms; a 24-bed critical care unit; a 24-room surgical suite; and a new main entrance to the hospital with a two-story atrium, a lobby, a patient registration area, and other support space. HuntBrady Architects is serving as the project’s architect, TML Solutions is serving as the MEP engineer, and Jacobs Program Management is serving as the hospital’s representative. It is scheduled to complete in fall 2021.

SOUTH BALDWIN REGIONAL MEDICAL CENTER HOLDS GROUNDBREAKING CEREMONY

GULF SHORES, ALA.

On June 18, Robins & Morton, Community Health Systems, South Baldwin Regional Medical Center and Void | HFR Design joined to celebrate the groundbreaking of the center’s new freestanding emergency department in Gulf Shores, Alabama. Adjacent to the Jack Edwards Airport, this 15,863-square-foot emergency department will include patient rooms, radiology, lab services, a helipad and more. Construction is scheduled to complete spring 2021.

ROBINS & MORTON Completes BAPTIST HOSPITAL OF MIAMI HOPE TOWER

MIAMI, FLA.

In July, Robins & Morton announced the completion of the 240,000-square-foot Baptist Hospital of Miami Hope Tower, however this isn’t the first opening the team has prepared for this year. At the height of the coronavirus pandemic in the spring, the Robins & Morton team rescheduled the project to open the doors to the first floor early for COVID-19 patients. This added 48 critical care rooms and six isolation rooms. Now that the remaining five stories are complete, the hospital has the capacity to care for more than 200 CCU patients.

ROBINS & MORTON Completes CHEROKEE INDIAN HOSPITAL AUTHORITY COMPLETE PHASE II CRISIS STABILIZATION UNIT

CHEROKEE, N.C.

In July, Robins & Morton and the Cherokee Indian Hospital Authority (CIHA) announced the completion of the new Phase II addition and crisis stabilization unit located on the Cherokee Indian Hospital campus in Cherokee, North Carolina.

The two-story, nearly 77,000-square-foot addition will provide community members substance abuse treatment and behavioral health services. The first floor houses an outpatient behavioral health facility, featuring 13 talking rooms, an exam room, a small group room, a large group room, two large classrooms, an arts and crafts group room, a kitchen, and a dining/living room. To aid the functions of this space, the center of the floor contains faculty workstations and administrative offices.

The second floor houses the crisis stabilization unit with 18 inpatient rooms, four acute care rooms, two large group therapy rooms, two large group therapy rooms, a dining area, a wellness gym, and an accessible roof deck patio. Faculty and support staff also have a designated workspace in the core of the floor. Architects McMillan Pazdan Smith worked closely with the CIHA and Robins & Morton to weave Cherokee heritage through the building’s design elements.

ST. JOSEPH’S HOSPITAL Expansion Reaches MILESTONE TO MEET Community NEED

TAMPA, FLA.

In July, the St. Joseph’s Hospital project team expedited construction to turn over 30 of the 90 beds to hospital staff several weeks early to enhance the hospital’s resources for the COVID-19 pandemic. The seven-story tower, including the remaining 60 patient rooms, is scheduled to open this fall.
In August, Vice President of Finance Ben Leaver was named a finalist in the Birmingham Business Journal’s Top CFO Awards. These awards recognize excellence among chief financial officers in the metro Birmingham area, and this year’s class received special recognition for their roles in guiding their companies through the challenges created by the COVID-19 crisis. Honorees were chosen based on each person’s contributions to their company, the company’s performance and the professional’s role in their industry and in their community. Leaver represented Robins & Morton in the Large Enterprise category.

Superintendent Scott King earned recognition as one of Ocala Magazine’s Top 40 Under 40, and was featured in their July issue. The challenges resulting from COVID-19 served as a foundation for recognizing a diverse group – ranging from business owners and healthcare workers, to artists and, in King’s case, educators. Each nominee was asked to choose a word that embodied their career journey and King’s word, “build,” has special meaning to him at this time. “[Build] embodies progress,” he said. “It creates a sense of hope for the future, teamwork, growth and achievement.”

In August, Assistant Project Manager John Fine was recognized as a NextGen Rising Star of Real Estate and Construction by the Birmingham Business Journal. This program features up-and-coming professionals in the fields of real estate, construction, architecture and engineering who are making a significant impact in the greater Birmingham area. Fine’s combination of varied work experience, commitment to continuing education and involvement in industry organizations – such as the Associated Builders and Contractors’ Future Leaders in Construction – led to his selection.