

NEWSCORNER

WINTER 2019

2019 YEAR IN REVIEW



Projects and their locations are identified on the back panel.

LETTERS *from our* LEADERS

FROM *the* CHAIRMAN *and* CEO

Bill Morton



We are forecasting to reach \$1.1 billion in sales against a goal of \$1.3 billion for 2019. While that is only 85% of our goal, the good news is several projects which would have put us over the top this year will become sales in 2020. As a result, we will enter 2020 with the highest sales backlog in our history, at \$1 billion.

Our current projection for revenue for the year is \$1.13 billion against our objective of \$1.2 billion. As with sales, our miss was caused by slippage of billings on a couple of projects. Our total revenue backlog will be \$1.65 billion as we enter 2020, a 3% increase over 2018. This gives us a solid base of revenue for planning in 2020. Thanks to everyone for all the hard work in producing a very good year for Robins & Morton.

In our continuing effort to grow by geographical expansion, we have decided to open a new office in one of our top markets in Florida. We already have several clients in this area and the new office will put us in a better position to serve them. Our plan is to make a formal announcement in the first quarter of 2020 and implement by mid-year. As we announced in the fall, we will also be opening our San Antonio office in 2020, led by Eric Groat.

Some major milestones for 2019:

- We achieved a Customer Satisfaction rating of **94%**. Of the 11 projects surveyed, 1 achieved 100%.
- We were recognized as the **Southeast Contractor of the Year** by Engineering News-Record.
- In March, we contributed to our **profit-sharing plan** for the 29th year in a row.
- We received **12 first place** ABC Excellence in Construction Awards. (See the award section for a complete list)
- The Rocky McMichen Field Leadership Program has had **16** team

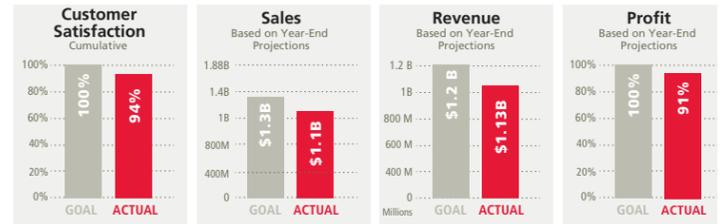
members graduate and be promoted into management roles since the program launched in 2017. There are currently **10** team members participating in the program with an anticipated graduation date of November 2020.

- The **SmartFab** initiative was established to study the utilization of offsite material assembly, consolidation and handling processes on our projects.
- We had **5,220 attendees** in the Training for Excellence program, covering **115 subjects**.
- We held our first **Building Forward Connect** event in March, which was judged a great success.

Many new things are taking place in our industry and at Robins & Morton. We are experiencing changes that will transform the way we work, collaborate with clients and use technology to improve our operations. What will not change is our dedication to excellence, our focus on satisfying clients and our goal of maintaining a high-quality company dedicated to treating its people like family.

Hope you have a wonderful holiday season and enjoy spending time with family and friends!

2019 PERFORMANCE INDICATORS



FROM *the* PRESIDENT *and* COO

Robin Savage



As we look to the completion of 2019 and forward into 2020, it is always natural to consider what we have done and where we are going. As far as our business metrics, 2019 will be a successful year as we have come very close to reaching our sales and revenue goals, as well as making it a profitable year. In the area of safety, we have made many advances on a cultural level and on a training level. We still have a long way to go to conquer this never-ending challenge, but we have made great strides. In the area of people and development, we have advanced several initiatives throughout the company through a focused effort on strategic planning this year. We are poised with many good actions for the future as a result of this.

On a cultural level, we have also made some strides in 2019 that led us to some thoughts about our history and how Robins & Morton's culture developed. We recently remade the video that displayed the value and background of the Earl Johnson Award. If ever there was an individual that had a profound effect on our cultural development, it was Earl. One of the questions posed in developing the video was, "What would Earl think about our growth and development over the years? What would he think about us today?" It was a bit of a perplexing question for several of us who knew him as a leader and mentor. There is a certain discomfort that sometimes comes with comparing foundational cultures with the growing philosophy of our modern changes in management and the work environment.

Some of Earl Johnson's attributes and characteristics include:

- Trustworthiness
- Fairness and equitable treatment
- Operates with total honesty
- Willingness to work hard and accomplish the job even if it means personal hardship
- Honesty and transparency on his views without sugarcoating the issues
- Believes in hard work and doing a job right

Many of these characteristics and beliefs were instilled in our people who had direct exposure to Earl throughout several decades, and much of this has found its way solidly into our culture.

So, how would he have viewed Lean management, Building Forward and the way we work today? He likely would have chuckled a little bit at the term "Lean management" but definitely would have embraced the four tenets of Building Forward by doing them as opposed to talking

about them. In fact, in his own way, he promoted learning and leadership through his direct mentoring and management style. As he came from a background and time of hard work, his idea of work-life balance would've been 75% work and 25% life. He displayed this through his dedicated efforts, long hours and his acceptance of working away from home for many years. Regarding continuous improvement, Earl would've very much wanted to see the benefits of something before he changed his proven way of doing things. The idea of learning by mistakes, well, in his mind, means if you made a mistake under his management you absolutely did learn because after he got through with you, you wouldn't make that same mistake again! This was all part of his belief in accountability and being responsible for your actions and the job you were assigned. When it came to hard work he believed very much in overdoing and thoroughness — a trait that resulted from being responsible for the accuracy of our planning, estimating and preconstruction efforts. In relation to teamwork and doing your part, on numerous occasions he would ask, "I know that's what you're doing with your left hand, but tell me what you're doing with your right?" Lastly, Earl often promoted the growth of the company and made some personal sacrifices, as we all do in this industry, knowing that opportunities come and go, there is something to be gained by every opportunity, and that everything changes over time. In essence, the culture created by Earl and other founding members of our company stressed hard work, fairness, flexibility, a willingness to make some sacrifices and a "doing whatever it takes" attitude. By coupling this strong cultural base with the more modern ideas represented in our Building Forward program, we all have tremendous potential to help ourselves and the company grow.

Terry Anthony is our Earl Johnson Award recipient for 2019. Terry was fortunate enough to not only learn and grow from his time of knowing Earl, but to also be his friend. In Terry's time with Robins & Morton, from his co-op days to his executive leadership, he has been a mentor and friend to many, and has contributed greatly to our success. If Earl was with us today, he would have as much respect for Terry as I'm sure Terry does for what this designation represents. I can't think of a more deserving person for this year's award.

I hope we can all feel the strength of the cultures from our past as well as the promise of our more progressive thinking for the future. It's great to be winding up 2019 with so much to look forward to as we enter next year. I hope everyone has a wonderful holiday season and enjoys quality time with family and friends.

THE IMPORTANCE OF AEC MARKETING AND COMMUNICATIONS

Many people often ask, "What is the difference between marketing and communications?" For years, the primary role for marketing in the AEC industry was supporting sales efforts through responses to client requests for proposals (RFPs) and presentations. Although that continues to be a significant focus of our marketing efforts, the last several years have brought an increased emphasis on corporate communications in the AEC world.

While our marketing team continues promoting our value and differentiators through the sales process, our corporate communications team is focused on sharing Robins & Morton's project stories, knowledge, expertise, and innovative culture with our employees, potential clients, existing clients, associates, friends and the general public through internal and external communications tools. A few of these tools include:

- **Editorial Contributions** | The communications team works with national and regional publications to provide content in alignment with their interests, ensuring we are seen as leaders. These contributions include industry insights, bylined articles, quotes, and photography, among other assets.
- **Building Insight Blog** | In spring 2019, Robins & Morton launched its Building Insight blog. The purpose of our blog is to share stories, insights and knowledge from our company subject matter experts and team members. Each blog is published to our website and shared via our social media channels.
- **Speaking Engagements** | All of our employees and teams have unique areas of expertise that can be shared with our peers and clients at various national and regional conferences. Our communications team works closely with our team members to pursue speaking engagements that promote the knowledge and experience that set Robins & Morton apart.
- **Awards and Rankings** | Our marketing and communications teams work collectively to ensure Robins & Morton is recognized both regionally and nationally through

awards and rankings. Some examples of these efforts include our ABC Excellence in Construction Awards and our 2019 ENR Southeast Contractor of the Year designation.

- **Social Media** | Over the past few years, social media has become an important part of our communications strategy. Facebook, Instagram, LinkedIn and Twitter all serve as additional communication channels for Robins & Morton to share the stories of our people and projects with a broad group of followers.
- **Email Campaigns** | Throughout the year, Robins & Morton distributes internal and external emails to share important company and project news to our employees, clients and associates. These emails play an important role in directly communicating valuable information with all of our partners.

Our marketing team continues to remain focused on brand consistency in our sales efforts. They partner with our sales leaders throughout the entire sales cycle — from the initial strategy, through RFP response, presentation development and preparation — and then work collaboratively with our communications team to gather and share our project success stories. In addition to sales pursuit engagement, they also oversee Robins & Morton's brand standards, the development of corporate marketing collateral, and the management of all assets including our customer relationship database and visual/promotional assets.

To ensure Robins & Morton continues to be recognized as an innovative construction leader, our marketing and communications teams are committed to ensuring the Robins & Morton brand is well-represented through both our sales and corporate communications efforts. If you have any questions regarding our team's services, please do not hesitate to reach out to **Katy Klaproth, Director of Marketing and Communications**, or view our organizational chart on the Marketing HUB page to find the best contact.

EXCELLENCE *in* CONSTRUCTION AWARDS



Robins & Morton received 18 awards from the Associated Builders & Contractors (ABC) Excellence in Construction Awards program. The program recognizes individuals and companies who exemplify the high quality of merit-shop workmanship in their projects while upholding a dedication to building projects on time and under budget.

ABC OF ALABAMA

Beverly Knight Olson Children's Hospital, Navicent Health
Macon, Georgia
Healthcare, \$50 million to \$100 million
Eagle Award

Springhill Suites
Panama City Beach, Florida
Commercial, \$25 Million to \$50 Million
Eagle Award

Sanmina/SCI Manufacturing
Huntsville, Alabama
Commercial, \$5 Million to \$10 Million
Eagle Award

Wilson Medical Center, OR Renovation
Wilson, North Carolina
Healthcare, Less Than \$10 Million
Merit Award

Brookwood Baptist Medical Center
Birmingham, Alabama
Renovation, Less Than \$4 Million
Merit Award

Tidelands Health Rehabilitation Hospital
Little River, South Carolina
Healthcare, \$10 million to \$25 million
Merit Award

ABC OF FLORIDA, EAST COAST CHAPTER

Tradition Medical Center
Port St. Lucie, Florida
Healthcare, \$25 Million to \$100 Million
Eagle Award

ABC OF CENTRAL FLORIDA
Horizon West, Freestanding Emergency Department
Orlando, Florida
Healthcare, \$25 Million to \$50 Million
Eagle Award

Mayo Clinic Mangurian Building
Jacksonville, Florida
Healthcare \$50 Million to \$99 Million
Eagle Award

Mount Sinai Medical Center
Miami Beach, Florida
Healthcare \$100 Million to \$250 Million
Merit Award

ABC OF NORTH FLORIDA

Springhill Suites
Panama City Beach, Florida
Commercial, \$25 Million to \$50 Million
Eagle Award

ABC OF NORTH ALABAMA

HH Decatur Morgan Hospital, Emergency Department Renovation
Decatur, Alabama
Healthcare, Less Than \$10 Million
Eagle Award

Sanmina/SCI Manufacturing
Huntsville, Alabama
Commercial, \$5 Million to \$10 Million
Eagle Award

ABC OF THE CAROLINAS

Atrium Health Cabarrus Heart and Vascular Institute Bed Tower
Concord, North Carolina
Healthcare, \$25 million to \$100 million
Eagle Award

Duke Health Electrical Infrastructure Upgrades
Durham, North Carolina
Healthcare, \$5 Million to \$10 Million
Eagle Award

Atrium Health Pineville, SPD HVAC Modifications
Charlotte, North Carolina
Healthcare, Less Than \$10 Million
Merit Award

Duke Health Clinic Retail Pharmacy
Durham, North Carolina
Healthcare, Less Than \$2 Million
Merit Award

ABC GREATER TENNESSEE

Saint Thomas Medical Partners of Gallatin
Gallatin, Tennessee
Healthcare, \$10 million to \$25 million
Eagle Award

Robins & Morton Takes Center Stage at National and Regional Events

Leadership is a core tenet of Building Forward, and with the passing of 2018, there was a feeling that we could better capitalize upon our project leadership through speaking engagements at local and national levels in the coming year. In 2019, we prioritized that effort, and the results were astounding.

Manager of Scheduling and Innovative Support Steve Moore and Senior Scheduler Daniel Soliman kicked off the year at **Engineering News-Record's FutureTech** conference on June 3. Here, they led a session titled, "Something Old, Something New: Breathing New Life Into Proven Tools." It focused on the establishment of Buildfore and varied tools they've created through the startup and the Innovation Department.

Next, Senior Mechanical Preconstruction Manager Kyle Davis and Low Voltage Resource Manager Steve Culler presented at **Alabama Hospital Association's (AlaHA) Annual Conference** on infrastructure planning and long term cost. They spoke about the growing need in healthcare system planning for future infrastructure and managing the long-term costs associated with major renovation work, as well as extending the life of facilities.

July brought the **American Society of Healthcare Engineers Annual Conference** where Building Forward Lean Practice Leader Jennifer Lacy and Senior Superintendent Bill Stevens

took the stage with a presentation titled, "A New Generation of Leadership: Inspiring Engagement." Throughout this session, they introduced an approach to leadership that encourages the intent-based empowerment model to increase employee engagement and build future leaders.

Shortly thereafter, Stevens and Lacy took the stage again at **SMPS Build Business** in Washington, D.C., to host an interactive workshop titled: "Where Do I Start? Creating a Project-Specific Marketing Plan."

In September, the Beverly Knight Olson Children's Hospital, Navicent Health, team presented at **Healthcare Facilities Symposium** on Generative Construction and what it means to improve lives during the construction process.

Lean Construction Institute's 21st Annual **Lean Congress** was in October and Robins & Morton had a significant role at that event. Five different teams presented, ranging from Live Lean Labs to breakout sessions. The Beverly Knight Olson Children's Hospital, Navicent Health, team presented on a Lean culture panel; the Wofford College Jerry Richardson Indoor Stadium project team presented on engaging your craft workforce; Jennifer Lacy and Bill Stevens shared their approach to a unique Listen and Learn to Lead campaign; and two teams led Live Lean Labs on Quality at the Source and the OAC Huddle



stand-up meeting. At the conclusion of Congress, the Jerry Richardson Indoor Stadium team received the runner-up people's choice award for best presentation.

In November, Daniel Soliman presented at **Microsoft Ignite** with his integrative tool, TimeTable. His sessions titled, "Visio Roadmap: Now and Beyond," and, "Build Rich Visual Solutions Using Visio APIs to Solve Real-World Business Problems Visually," occurred during the four-day conference in Orlando, Florida.

Looking to 2020, we have already been selected for **Associated Builders and Contractor's/FMI's Construction Technology and Innovation Conferences** in Houston, Texas, on Feb. 5, and in Detroit, Michigan, on Feb. 12. We also have a number of abstracts submitted for consideration. We could not be more proud of our people for being willing to represent us in this capacity and are thrilled that the construction, design, healthcare and related communities find our content beneficial to their businesses.

Recruiting BY THE NUMBERS

As Robins & Morton continues to grow, our recruiting team is challenged to identify and recruit the industry's most skilled builders and adept support staff members. Despite an extremely competitive marketplace, our team spent hours at college campuses, career fairs, interviews and more to bring top talent to Robins & Morton in 2019. Check out a few statistics below to learn more.

548 NEW HIRES

82 Construction Management/Departments 466 Craft Professionals

26 HOURLY → SALARY PROMOTIONS 67 TOTAL CO-OPS/INTERNS

31 FIELD ENGINEERS HIRED FROM CAMPUS RECRUITMENT 84% OF FIELD ENGINEERS HIRED FROM CO-OP/INTERN PROGRAM

TOP POSITIONS BY HIRES

LABORER
CONCRETE CARPENTER
CARPENTER
CO-OPS /INTERNS
FIELD ENGINEERS

INDUSTRY *leader* AWARDS

OPERATIONAL TECHNOLOGY LAB RECEIVES SILVER VISION AWARD



On Aug. 23, our **Virtual Design and Construction + Coordination Team** received a **Constructech Vision Award** for their implementation of the Operational

Technology Lab in the Orlando Office. The ceremony took place at the Double Tree by Hilton Chicago, in Arlington Heights, Illinois. Every award winner was chosen based on the company's ability to solve a business problem, use technology in a unique way, and demonstrate the return on investment of the solution. Congratulations to the team on this recognition!

ROBINS & MORTON CHRISTMAS CARD CONCEPT CLAIMS COVETED AWARD



The **Marketing Team** received an SMPS 2019 Award for Excellence in the annual Marketing Communications Awards. The distinction was given for their work on Robins & Morton's 2018 Christmas card. The card's concept was a collection of classic, single-panel comics that tell the story of Robins & Morton team members traveling to the North Pole to help Santa and his elves apply Lean principles, ultimately

improving productivity to save Christmas. We would like to extend a special congratulations to **Marketing Coordinator Amanda Bradley** and **Senior Marketing Coordinator Stephanie Harbison** for their leadership on this project. Congratulations!

KENNY NAMED SUPERINTENDENT OF THE YEAR



On Oct. 24, the **Subcontractors Association of Alabama** named **Brendan Kenny Superintendent of the Year** at their 2019 Industry Awards

Banquet. All award recipients are nominated and selected by their peers.

Kenny began his career with Robins & Morton in 2006 after graduating from East Tennessee State University with his bachelor's degree in Construction Engineering. His first project as a Field Engineer was Levine Children's Hospital in Charlotte, North Carolina. In 2007, Kenny moved to Huntsville, where he would go on to become a key leader in many projects including major healthcare facility renovations, new medical office buildings, complex additions to downtown facilities, large pedestrian and utility bridge systems, building deconstruction and mixed-use commercial buildings. Some of his prominent projects include **Huntsville Hospital - Madison Hospital, Intergraph Headquarters** and the recently completed **Times Plaza Development**.

Congratulations on this honor, Brendan! We are so proud to have you as a part of our team and as a part of the Robins & Morton family!

GIVING *with* PURPOSE

ORLANDO OFFICE AND RLF TEAM UP FOR SPOOKY SCIENCE CONSTRUCTION COMPETITION

Robins & Morton's Orlando office partnered with RLF Architecture again this year for the annual **CANstruction** event at the Orlando Science Center with a Spooky Science theme. All food items were donated to Second Harvest Food Bank at the competition's conclusion.



ROBINS & MORTON SPONSORS, PARTICIPATES IN ALABAMA CHARITY CLAYS EVENT BY BAPTIST HEALTH

Robins & Morton sponsored the **Alabama Charity Clays**—a 3-day event benefiting the **Baptist Health Foundation** which provides charitable resources to improve healthcare and wellness in communities served by Brookwood Baptist Health.



ROBINS & MORTON SPONSORS PINK PUMPKIN RUN



Robins & Morton was the presenting sponsor for the **10th Annual Pink Pumpkin Run** in Guntersville, Alabama, on Oct. 26. All proceeds benefit mammography and cancer services at **The Foundation for Marshall Medical Centers**.

NASHVILLE OFFICE RAISES FUNDS FOR THE AMERICAN HEART ASSOCIATION

Robins & Morton's Nashville office not only met, but exceeded, their Q3 Giving With Purpose goals by fundraising for the **American Heart Association**. The team concluded their quarterly effort by participating in the 2019 Nashville Heart Walk, ultimately raising **\$5,175!**



ROBINS & MORTON NAMED TOP ADOPTION-FRIENDLY WORKPLACE IN THE INDUSTRY



Robins & Morton has been selected as a Top Adoption-Friendly Workplace by the **Dave Thomas Foundation for Adoption**, based on offered adoption benefits. This year, Robins & Morton ranked #1 in the Architecture, Engineering and Construction category, and #55 overall in the United States.

BIRMINGHAM OFFICE PARTICIPATES IN HABITAT BUILD



In September, a group from our Birmingham office donated their time and construction skills to renovate a home for **Habitat for Humanity** in the Avondale community.

SPARTANBURG TEAM TAKES ON THE TAILGATE TROT

On Aug. 17, Robins & Morton was a Gridiron Sponsor for the 2019 **Tailgate Trot** to benefit **Hope Center for Children**.



This organization helps children and young adults in South Carolina by offering programs and resources to ensure access to a safe, healthy home. Thanks to our Spartanburg team for supporting an important cause while also sporting their college colors! They took home two awards: Champion for the Cause and Fan Favorite!

OFFICES, JOBSITES TEAM UP TO SHOW SUPPORT FOR BREAST CANCER AWARENESS IN OCTOBER

Throughout October, offices and jobsites got creative donning pink outfits and hair to raise awareness for breast cancer. A big thanks to these teams for continuing to spark conversation about something that affects so many.



RECENTLY PROMOTED

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

- David Skipper Project Director
- Ashley Dyer Project Director
- Steve Wiley Project Director
- Leif Helms Project Director
- Ron Bowes Project Director
- Todd Watson Project Director
- Nick Dill Project Director
- John Galassini Project Director
- Brandon McDonald Senior Precon Manager
- Mike Ruizzo Regional VDC Manager
- Nic East Manager of IT
- Ken Aquino Senior Division Superintendent
- Stephen Flournoy Senior Project Manager
- Chris Messer Senior Estimator
- Brad Parker Senior Estimator
- Chris Miller Senior Estimator
- Jeremy Bolton Estimator
- William Byrd Estimator
- Drew Jackson Estimator
- Randy Pinner Superintendent
- Chris Fisher Project Manager
- Jason Mercer Project Manager
- Brian Hamilton Project Manager
- Rafael Canete Concrete Project Manager
- Kevin Torres Field Superintendent
- Lucien Desheles Field Superintendent
- Ben Tribble Field Superintendent
- Ben Calligaris Field Superintendent
- Raul Mendoza Asst Superintendent
- Banks Smith Asst Superintendent
- Taylor Porter Asst Superintendent
- Ben Coode Asst Superintendent
- Hans Beutel Asst Superintendent
- Alex Brock Asst Superintendent
- Edward Jackson Asst Superintendent
- Ernesto Calderin Asst Project Manager
- Jon Nee Asst Project Manager
- Trey Phillips Asst Project Manager
- Hunter Picklesimer Asst Project Manager
- Richard King Project Engineer
- Johnni Orozco Project Engineer
- Melody Bazzle Project Engineer
- Robert Byrne Project Engineer
- Jared Torbett Project Engineer
- Jake Graves Project Engineer
- Jamal Crooks Project Engineer
- Peter Sullivan Project Engineer
- Craig King Project Engineer
- Will Graves Project Engineer
- Caleb Wambsganss Project Engineer
- Jacob Gehringer Project Engineer
- Christianna Payne Project Engineer
- Cameron Waddle Project Engineer
- Danielle Simmons Field Engineer
- Tara Spire Recruiting Assistant
- Dennis Martin Foreman
- Jeremiah Smith Foreman
- Dylan Drum Construction Coordinator
- Malcolm Jones Construction Coordinator
- Steven Prado Construction Coordinator
- Cathy Godfrey Senior Field Office Asst

ADVENTHEALTH TAMPA PROJECT TEAM HOSTS SUPPLY DRIVE FOR LOCAL ELEMENTARY SCHOOL

Robins & Morton's project team at AdventHealth Tampa joined our trade partners, vendors and client for a **back-to-school drive**. Together, they delivered an estimated \$2,000 in school supplies to **B.C. Graham Elementary School** in Tampa, Florida.



ROBINS & MORTON SPONSORS DIXON DUB

In September, Robins & Morton sponsored the **Dixon Dub**, a fundraiser for the **Dixon School of Arts & Sciences**. This K-8 school serves at-risk youth in Escambia County, Florida. The students brought a fun energy to this lip-sync battle for a great cause!



ST. JOSEPH'S TEAM CELEBRATES CHRISTMAS IN JULY

Christmas came early this year for pediatric patients at BayCare St. Joseph's Children's Hospital in Tampa, Florida! On July 25, our project team participated in the hospital's **Christmas in July Toy Drive** to provide gifts for the patients to enjoy during their hospital stay.



ROBINS & MORTON

BY THE NUMBERS

WE WELCOME

18

NEW TEAM MEMBERS

- Billy Allen**
Field Superintendent
Fort Rucker
- Duncan Blackwell**
Field Engineer
Nashville Office
- Michael Burgstiner**
Field Engineer
Gerald Champion

Josh Cain
Senior Project Manager
Corporate Office

Taylor Drake
Project Engineer
Corporate Office

Joe Forsthoffer
Corporate Communications
Director
Orlando Office

Roh Harchelroad
Field Engineer
Gerald Champion

Shane Hansen
Field Engineer
Nor Lea General Hospital

Cole Henseler
Field Engineer
Wofford College

Tom Hess
Superintendent
Rusk Hospital

Laura Hernandez
Marketing Manager
Dallas Office

Ontario Mallett
Assistant Project Manager
Nashville Office

Christian Mills
Project Manager
Hyatt Place

Sammie Pedersen
Superintendent
Integris Health Edmond

Valerie Sanchez
Project Engineer
Gerald Champion

Barry Smith
Building Envelope
Risk Manager
Birmingham Lakeshore Office

Malcolm Smith
Concrete Field Engineer
HH West Bed Tower

Matt Tucker
Field Engineer
Cherokee Indian Hospital

SERVICE ANNIVERSARIES

5

YEARS OF SERVICE

- Chris Adams
- Amanda Bradley
- Lucien Desheles
- Willie Frazier
- Yuriy Glistin
- Martin Gonzalez
- Brent Guthrie
- Stephanie Harbison
- Al Hicks
- Karl Leavine
- Taylor Payne

- Jubar Russell
- Andre Smith
- Melvin Smith
- Kenny Stetchly
- Mechelle Wellborn
- Chandler Wright

10

YEARS OF SERVICE

- Michael Dare
- Luke Evins
- Juan Guzman

- Blair Hansen
- Angel Rivera Mayen
- Angelo McTier
- Drew Main
- George Simon

15

YEARS OF SERVICE

- Aimee Comer
- Dave Hultstrand
- JT Jones
- Sergio Medina
- Rigoberto Richardson

20

YEARS OF SERVICE

- Tracy Ireland

35

YEARS OF SERVICE

- Beverly Arney

R&M *project* MILESTONES

REEVES COUNTY HOSPITAL BREAKS GROUND

PECOS, TEXAS

Reeves County Hospital District and Robins & Morton gathered to celebrate the groundbreaking of the new replacement facility on Nov. 8.

This \$80 million project will include 25 all-private inpatient beds, a level four emergency department, delivery suite, nursery, physical therapy gym, 15-bay dialysis unit, cardiovascular rehabilitation program, an inpatient/outpatient lab, surgical services space, women's imaging, and support service spaces. The current design, led by Perkins&Will of Dallas, is 140,000 square feet and has the goal of becoming LEED Certified.



ROBINS & MORTON CELEBRATES A SPECIAL TOPPING OUT

BIRMINGHAM, ALABAMA



Robins & Morton topped out the new 3-story parking deck structure at their Birmingham office on Nov. 5. The deck is the first phase of an overall office expansion effort, slated for completion in 2021. Robins & Morton is self-performing the concrete scope and has poured more than 1,250 cubic yards of concrete and tied 120 tons of rebar to date.

OPELIKA POLICE DEPARTMENT HOLDS RIBBON CUTTING

OPELIKA, ALABAMA

Robins & Morton joined Opelika Police Department to celebrate the ribbon cutting for the department's new 38,000-square-foot facility on Oct. 17. The new building houses police administration, investigative services, patrol division, 911 communications, evidence storage, a training room, exercise room, secured holding cells and courtroom facilities.



ST JOSEPH'S HOSPITAL EXPANSION TOPS OUT

TAMPA, FLORIDA



St. Joseph's Hospital, Robins & Morton, HOK Architecture, and Carastro Engineering celebrated the topping out of the St. Joseph's Hospital patient tower expansion in Tampa, Florida, on Sept. 10.

The expansion project includes a new six-story patient tower that will house a two-story lobby, waiting and on-call rooms and three patient care

floors with 90 private patient rooms. A new bridge will connect St. Joseph's Hospital to St. Joseph's Women's Hospital, allowing for patient transport from one facility to the other. The project will complete mid-2020.

MUSC PROJECT HOLDS DEDICATION CEREMONY

CHARLESTON, SOUTH CAROLINA

On Aug. 8 Robins & Morton attended a dedication ceremony for the Medical University of South Carolina's Shawn Jenkins Children's Hospital and Pearl Tourville Women's Pavilion, set to complete in the coming months.

The 625,000-square-foot facility includes an 11-story bed tower, six-story diagnostic and treatment building, and will house approximately 250 patient beds. The hospital has also begun its phased, strategic transition into the facility.



WOFFORD ENVIRONMENTAL STUDIES CENTER BREAKS GROUND

SPARTANBURG, SOUTH CAROLINA



On Oct. 18, Robins & Morton joined Wofford College to celebrate the groundbreaking of the school's new environmental studies center. This 20,000-square-foot facility will include laboratory space, a seminar room, garden spaces, classrooms and more. Once complete in fall 2020, it has the goal of becoming the first Green Globe Certified building on campus.

FISHERMEN'S COMMUNITY HOSPITAL BREAKS GROUND

MARATHON, FLORIDA



Robins & Morton and Baptist Health South Florida celebrated the groundbreaking of the new Fishermen's Community Hospital replacement on Sept. 20 in Marathon, Florida.

The 38,000-square-foot hospital will be designed with an impact-resistant glazing system, a strong core of durable tilt-wall concrete and removable flood barriers to keep storm surge out of the building. Additionally, the facility will be built at a higher elevation to further combat damage in the event of flooding. It is slated for completion in 2021.

BAPTIST MEDICAL CENTER, SAN ANTONIO HOLDS RIBBON CUTTING CEREMONY

SAN ANTONIO, TEXAS



On Sept. 5, Robins & Morton joined Baptist Medical Center, San Antonio, to celebrate the hospital's ribbon cutting for the new emergency room and entrance. The project features a new entrance for walk-in patients as well as interior renovations. The new ER adds 18,000 square feet

of space and will allow for growth as needed for the downtown San Antonio community.

ROBINS & MORTON AWARDED TRAINING FACILITY AT FORT RUCKER, CELEBRATES GROUNDBREAKING

FORT RUCKER, ALABAMA

Army officials and Robins & Morton's Government Services Division broke ground on a new Training Support Facility in Fort Rucker, Alabama, on Nov. 7.

Robins & Morton received notification of the award mid-September, and has already begun work on the \$33 million training facility, scheduled to complete in fall 2021.

The project scope includes an environmentally controlled, two-story structure that will provide clear-span maintenance areas for multiple aircraft parts simultaneously, training space, and storage for decommissioned aircraft, weapons and artifacts.



REDSTONE FEDERAL CREDIT UNION PROJECT TOPS OUT

HUNTSVILLE, ALABAMA

Redstone Federal Credit Union, Robins & Morton, the KPS Group and trade contractors gathered to celebrate the topping out of the new Redstone Federal Credit Union and parking deck in downtown Huntsville on Sept. 20.

Once complete in 2020, the 65,159-square-foot building will stand five stories, adjacent to a new, four-story parking deck. Its exterior design will feature glass and metal panels, adding a modern aesthetic to the downtown cityscape.



HORIZON WEST BED TOWER CELEBRATES TOPPING OUT

WINTER GARDEN, FLORIDA

Orlando Health, Robins & Morton, Hunton Brady Architects, and TLC Engineering for Architecture celebrated the structural topping out of the Orlando Health – Horizon West Bed Tower project in Winter Garden, Florida, on Sept. 19.

The \$91 million project includes a new 220,000-square-foot patient bed tower with a capacity of 120 acute care and ICU beds, a full imaging department, an OR surgical suite and food services. It will complete in late 2020.



DUKE TEAM HOLDS "BOTTOMING OUT" CEREMONY FOR GENERATOR HUB PROJECT

DURHAM, NORTH CAROLINA

Robins & Morton joined Duke Health and BSA LifeStructures to celebrate the "bottoming out" of the Duke Health generator hub project on Aug. 13. The excavation included approximately 15,000 cubic yards of dirt and 1,500 truck loads. Once complete in early 2021, the site will house three new generators, two 30,000 gallon fuel tanks and a 16,000-square-foot stair tower.



SOUTHEAST GEORGIA HEALTH SYSTEM, BRUNSWICK CAMPUS TOPS OUT SURGICAL EXPANSION

BRUNSWICK, GEORGIA

Robins & Morton joined Southeast Georgia Health System to celebrate the topping out of the hospital's new surgical services and inpatient tower on Sept. 20. This is one part of the ongoing three-year project, consisting of a surgery/emergency department renovation and expansion, central energy plant (CEP) expansion, patient floor renovation and bed tower renovation. These upgrades will total more than 74,000 square feet of new construction and more than 141,000 square feet of renovation. This scope is scheduled to complete in late 2021.



LA PORTE HOSPITAL CELEBRATES TOPPING OUT

LA PORTE, INDIANA



On Sept. 12, Robins & Morton joined La Porte Hospital and Gresham Smith to celebrate the topping out of the hospital's 80-bed replacement facility, scheduled to complete in late 2020. This 200,000-square-foot, acute-care hospital will feature 88 beds, a large 24-hour emergency department, inpatient and outpatient services, critical care, cardiovascular care, orthopedic services, birthing and family care services, and support areas.

CHOCTAW PROJECTS EARN LEED SILVER CERTIFICATIONS

DURANT, OKLAHOMA

The campus of Choctaw Nation Regional Medical Clinic in Durant, Oklahoma, recently received three consecutive LEED Silver certifications for its primary clinic, health services administration building and facilities maintenance building under the LEED Campus program. This program allows each building to prioritize differing sustainability objectives, but streamline the achievement of credits for shared attributes.

The campus boasts a highly-complex geothermal heating and cooling system consisting of nearly 300 wells – some 500 feet deep. Other factors contributing to certification included electrochromic glass, sustainable construction material, sustainable construction practices, and energy-efficient appliances.



RECENTLY *awarded* PROJECTS

Carilion Roanoke Memorial Hospital
\$350,000,000
 Additions and Campus Enhancements
 Roanoke, Virginia

Rusk State Hospital
\$140,000,000
 Replacement Facility
 Rusk, Texas

Tenet Health, Fort Mill Medical Center
\$110,000,000
 Replacement Hospital
 Fort Mill, South Carolina

Memorial Healthcare System, Joe DiMaggio Children's Hospital
\$90,000,000
 Vertical Expansion
 Hollywood, Florida

Reeves County Hospital
\$80,000,000
 Replacement Hospital
 Pecos, Texas

OTO Panama City Beach Hotel
\$42,000,000
 New Hotel
 Panama City Beach, Florida

Fort Rucker Training Support Facility
\$33,000,000
 New Training Facility
 Fort Rucker, Alabama

Encompass Forsyth County
\$20,000,000
 New Rehabilitation Hospital
 Cumming, Georgia

COPT Development
\$14,000,000
 Redstone Gateway 8000
 Huntsville, Alabama

Memorial Hospital Jacksonville
\$14,000,000
 OR Expansion and CSS Expansion
 Jacksonville, Florida

Duke University Medical Center
\$11,000,000
 E-Core Renovation
 Durham, North Carolina

Fort Sill, Bleak Medical Center
\$10,000,000
 Renovation
 Fort Sill, Oklahoma

Baptist Health South Florida
\$8,000,000
 Doctors Hospital ICU
 Coral Gables, Florida

Redstone Federal Credit Union
\$6,000,000
 Buildout
 Huntsville, Alabama

Rusk State Hospital
\$5,000,000
 New Administration Building
 Rusk, Texas

AdventHealth Ocala
\$4,000,000
 Emergency Generator
 Ocala, Florida

Duke Raleigh Hospital
\$3,000,000
 MOB 9 Curtain Wall Replacement
 Raleigh, North Carolina

West Marion Community Hospital
\$3,000,000
 Fifth Floor Buildout
 Ocala, Florida

Brookwood Baptist Health
\$2,000,000
 Miscellaneous
 Birmingham, Alabama

Duke University Medical Center
\$2,000,000
 K3/K4 Radiology Robotic Imaging Labs
 Durham, North Carolina

Marshall Medical Center
\$2,000,000
 South Exterior Skin
 Boaz, Alabama

Mayo Clinic
\$2,000,000
 Davis Building Renovation
 Jacksonville, Florida

Nor Lea General Hospital
\$2,000,000
 Pharmacy
 Lovington, New Mexico

South Lake Hospital
\$2,000,000
 Emergency Department Buildout
 Clermont, Florida

Fort Irwin
\$1,000,000
 Pharmacy Repairs
 Fort Irwin, California

Fort Lewis - Presidio of Monterey
\$1,000,000
 Presidio of Monterey
 Monterey, California

Fort Riley
\$1,000,000
 Site Improvements
 Fort Riley, Kansas

INTEGRIS Health
\$1,000,000
 Wound Center
 Oklahoma City, Oklahoma

South Lake Hospital
\$1,000,000
 Hybrid OR
 Clermont, Florida

Providence Medical Center
\$1,000,000
 MRI
 Mobile, Alabama

THE *Earl Johnson* ATTITUDE AWARD



On Dec. 12, we selected a new Earl Johnson Attitude Award winner. This award recognizes an employee that exhibits the unique character traits of Earl: caring, fair-minded, trustworthy, diligent, confident and capable. Earl served as the Vice President of Estimating at Robins & Morton until he lost his battle with lung cancer in 1996. **Congratulations to Senior Estimator, Terry Anthony, for being selected as the 2019 Earl Johnson Award Winner.** Check out the award announcement video on HUB!

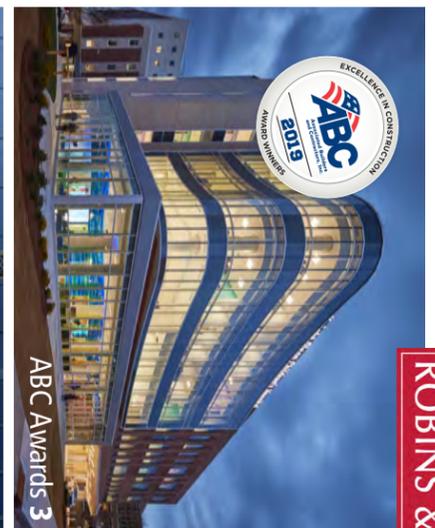
ON *the* COVER

1. Atrium Health Cabarrus, Sanger Heart and Vascular Institute: Concord, North Carolina
2. INTEGRIS Health, Arcadia Trails Recovery Center: Edmond, Oklahoma
3. Times Plaza: Huntsville, Alabama
4. Encompass Health Rehabilitation Hospital of Sewickley: Sewickley, Pennsylvania
5. Bayfront Health Emergency Department Renovation: St. Petersburg, Florida
6. Mount Sinai Medical Center, Skolnick Surgical Tower and Hildebrandt Emergency Department: Miami Beach, Florida
7. AdventHealth Daytona Beach, Renovation and Buildout: Daytona Beach, Florida
8. Beverly Knight Olson Children's Hospital, Navicent Health: Macon, Georgia
9. Springhill Suites: Panama City Beach, Florida
10. AdventHealth Carrollwood, Emergency Department Expansion: Tampa, Florida
11. West Marion Community Hospital, Emergency Department Renovation: Ocala, Florida
12. Tideland Health Rehabilitation Hospital: Little River, South Carolina
13. Baptist Memorial Hospital - Desoto Emergency Department Addition: Southaven, Mississippi
14. Navicent Health Pedestrian Bridge Connector: Macon, Georgia
15. University of Central Florida, CREOL: Orlando, Florida

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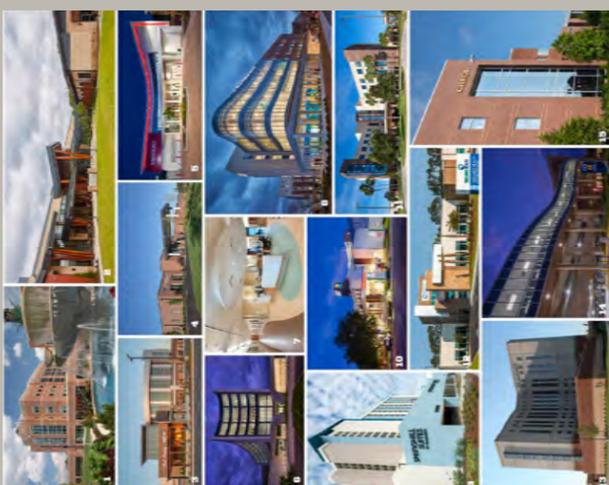
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2019 YEAR IN REVIEW



ROBINS & MORTON