



Happy New Year

from Hawkins Construction



President's Message

The commercial construction industry experienced the largest setback in generations during 2010. However, Hawkins has negotiated our way through this difficult time with proficiency. As a testament of our corporate achievements:

Key Milestones for 2010

- We started or completed 119 projects in 2010
- Of those projects 107 were for repeat clients - a strong 90%
- Of the 12 new clients this year:
 - Five already have repeat projects with us
 - Four are working with us on new opportunities
- Our projects ranged geographically in Florida (from Miami to the Panhandle), Southern Alabama, Central Texas, and Oklahoma.
- Hawkins was again honored as one of the area's "Ultimate Management Teams." We placed fourth this year as an encore to our winning performance in 2009.
- We are again recognized as one of the Top 10 Retail General Contractors in the Continental United States.
- We are again recognized as the #20 Top Private General Contractor in the Southeast United States.
- We are again recognized as one of the Top 5 Largest General Contractors in Tampa Bay.
- Todd Mullins was promoted to V.P. and District Manager for our Texas Division. Todd is currently making plans to permanently relocate to the Dallas Metroplex area.

It is with great thanks to the Hawkins Team, our clients, and our hard working subcontractors that we have remained stable through this economic downturn. The Hawkins Team did not sit back and allow economic conditions affect our business plan or our success. We concentrated our efforts towards the satisfaction of our clients and combined those efforts with an aggressive pursuit of new opportunities. These efforts are reinforced with our Key Milestones for 2010.

Retail Construction is one of our primary markets so it is a huge relief to see that retail spending rose 5.5 percent in the months leading up to Christmas, the 2010 Holiday shopping season saw a record year over year improvement. The Consumer Confidence Index rose to 54.1 in November; the number of Americans filing for their first week of unemployment benefits continues to fall; and job growth is taking hold.

With these significant improvements, it is nice to say that there is finally light at the end of the tunnel. As I have said before "we don't plan on participating in this recession", and we didn't.

I wish you all a Happy, Healthy and Prosperous New Year.

John McCaugherty
President

Ultimate Management Team 2010

The Tampa Bay Business Journal honored Hawkins Construction's Management Team at this year's Ultimate Management Team Awards luncheon.

Three years ago, the team realized the impending downturn and took a progressive approach. They researched the markets they felt were least likely to be impacted and obtained licensing in most of the Southeastern states and also Texas and Oklahoma.

Last year Hawkins opened an office in the Dallas Metroplex, an area that has contributed 21 new projects with six currently on the bid list.

John McCaugherty, President, and Mike Beausir, Earle Cooper and Donald Ondrejcek, all executive VPs, will celebrate 20 years together in 2010.

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New Projects

- Sun Toyota, Holiday, FL
- CVS/Pharmacy, Decatur, TX
- dd's Discount, Ft. Myers, FL
- Sam's Club, Oklahoma City, OK
- Racetrac, Frisco, TX
- Kroger, Coppell, TX
- Chase Bank, Ft. Worth, TX
- Ross Dress for Less, Jacksonville, FL
- Hollieanna Shopping Center, Winter Park, FL
- Publix Supermarket - Roosevelt, St. Petersburg, FL
- Chase Bank, Venice, FL
- Discount Tires (2), Oklahoma City, OK
- Chase Bank, Tampa, FL
- Ross Dress for Less, Apopka, FL
- Bed, Bath & Beyond, Winter Garden, FL
- Dollar Tree, Riverview, FL
- Publix Supermarket, Lakeland, FL
- Blue Beacon Truck Wash, Dade City, FL
- Publix Supermarket, Miami, FL
- Chase Bank, Hollywood, FL
- Publix Supermarket - 49th St, St. Petersburg, FL
- CVS/Pharmacy, 2-story, Gainesville, FL
- Publix Supermarket, Seminole, FL
- Publix Supermarket, Tampa, FL
- Publix Supermarket, Hudson, FL
- Toy's R Us, Orlando, FL
- Aldi Food Store, Dallas, TX
- CVS/Pharmacy, Naples, FL
- CVS/Pharmacy, Seminole, FL
- Millenia Plaza, Orlando, FL
- CVS/Pharmacy, West Palm Beach, FL

New Team Members

- J. Dee Richardson, Superintendent
- Bobby Hicks, Superintendent
- Kevin Carbonelli, Project Manager
- Ed Berry, Intern
- Scott Castoe, Superintendent

