

State / Date of Incorporation:

Minnesota / March 23, 1954

Founded By:

M. A. Mortenson, Sr.

Team Members:

2,175

Senior Leadership Team:

M. A. Mortenson, Jr., Chairman
 Thomas F. Gunkel, President & Chief Executive Officer
 Sandra G. Sponem, Chief Financial Officer
 Paul V. Campbell, Senior Vice President, Administration
 Paul I. Cossette, Senior Vice President
 Bradley C. Funk, Senior Vice President, Operations
 Daniel L. Johnson, Chief Operating Officer
 David C. Mortenson, Executive Vice President
 Mark A. Mortenson, Corporate Secretary
 Robert J. Nartonis, Senior Vice President
 Thomas W. Wacker, Senior Vice President
 John V. Wood, Senior Vice President

Our Purpose and Mission:

Mortenson's purpose is to **build structures and facilities for the advancement of modern society.** That purpose is fulfilled through our mission, to **create an exceptional customer experience.**

Our Values:

Trust - We conduct business with the highest integrity.
Responsibility - We live up to our commitments.
Safety - We are committed to eliminating all worker injury.
Teamwork - We respect and advance the interests of our team members, customers, and colleagues.
Service - Our future is secured by advancing the interests of our customers.
Stewardship - We will perpetuate the business for future generations and support the communities in which we live and work.

Markets Served:

aviation • commercial office • corporate facilities • criminal justice • culture / performing arts • data center / telecommunication • education • electronics and semiconductors • entertainment / retail • federal, state and municipal government • green / sustainable • healthcare • historic renovation • housing / hospitality • libraries • parking structures • power generation • research / laboratory • sports and public assembly • water & wastewater

Locations and Industry Groups:

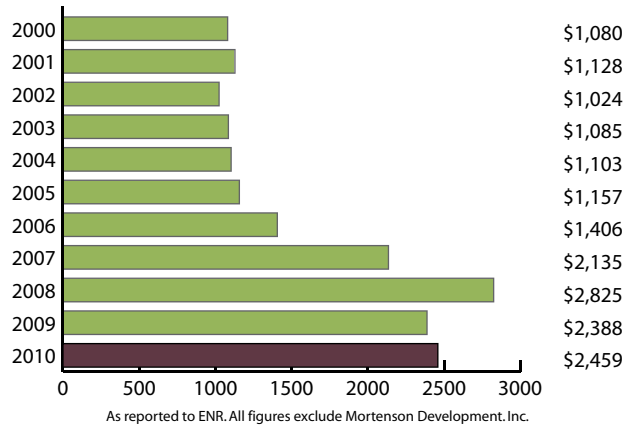
Office Locations

Chicago, IL
 Denver, CO
 Madison, WI
 Milwaukee, WI
 Minneapolis, MN
 Phoenix, AZ
 Seattle, WA
 Shanghai, China
 Toronto, Canada

Industry Groups

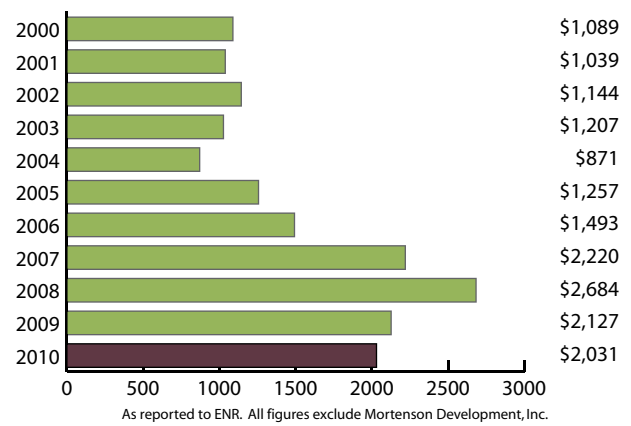
Federal Contracting Group
 Full Service Facility Solutions
 Renewable Energy Groups
 Sports Group

Revenue History (in millions)



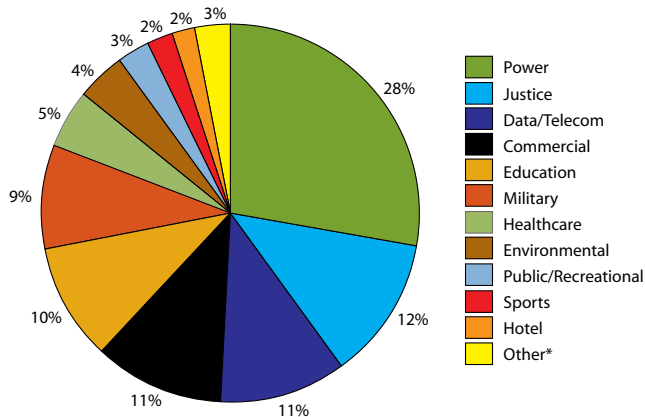
2010 Revenue: \$2.459 billion

Sales History (in millions)



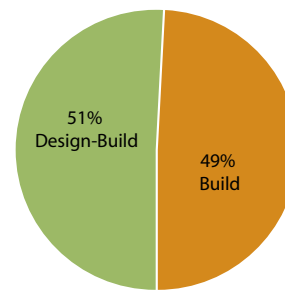
2010 Sales: \$2.031 billion

Project Acquisition by Market Type



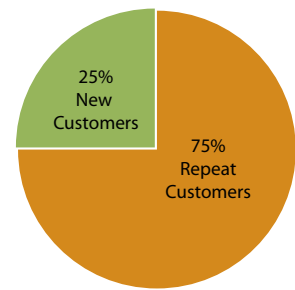
*Other markets include transportation, manufacturing, research & development, and mining.

Project Acquisition
Design-Build



Goal: 40% design-builder / 60% builder
2010 Actual: 51% design-builder / 49% builder

Project Acquisition
Long-term / New Customers



Goal: 80% long-term / 20% new
2010 Actual: 75% long-term / 25% new

Current Rankings by Engineering News-Record:

19th - Top 400 Contractors Overall*

- 2nd - Sports
- 2nd - Wind Power
- 5th - Commercial Offices
- 6th - Healthcare
- 9th - Data Centers
- 9th - Solar Power
- 10th - Transmission & Distribution Plants
- 11th - Power Generation
- 12th - Telecommunications
- 15th - Domestic General Building

- 2nd - Top Green Contractors - Commercial Offices
- 3rd - Top Green Contractors - Sports
- 12th - Top Green Contractors
- 16th - Top CM Firms (CM at risk)
- 17th - Top Design-Build Firms
- 22nd - Top 50 Working Abroad
- 25th - Top 100 New Contracts
- 98th - Top Global Contractors

*Rankings are based on previous year's reported revenues.