



SQUARE MALL JACKSONVILLE, FL











HIGH SCHOOL, JACKSONVILLE, FL

FLAGLER COLLEGE RINGHAVER STUDENT CENTER







BATSON-COOK BUILDING BY NICOLE A. SALVIA, MARKETING COORDINATOR, BATSON-COOK JACKSONVILLE

SUCCESSFUL, HONEST With the escalating volume and a

RELATIONSHIPS consistent, satisfied client-base,

of construction projects, touching each commercial market and rendering services such as general contracting, construction management and design-build. *

Batson-Cook Jacksonville has built more than \$1.2 billion worth



B atson-Cook Company has been building in Florida since the early 1940's. In 1941, the Naw Department awarded the general contractor with a contract to build the Naval Air Station (N.A.S.) in Jacksonville, FL as well as outlying bases at Lee Field, Cecil Field, Green Cove Springs, Mayport and Banana River. Performed in conjunction with two other contractors, this work amounted to \$70 million in 1940 dollars. This Naval Air Station remains one of the country's largest military bases, covering some 3,400 acres and housing more than 13,000 active personnel. Shortly after the completion of the N.A.S., Batson-Cook Jacksonville was opened in 1957 as the company's first satellite office.

In the late 50's, the building boom continued and opportunities in the retail market kept the Jacksonville office busy. They constructed a Sears retail store in Jacksonville, FL and were contracted to build the original Regency Square Mall which was the largest project the company had yet been awarded totaling over 700,000 square feet. In the 60's, the office built their first mid-rise building, Riverton Tower, an adult apartment community.

> The 70's were an active decade for the satellite office. During this decade they constructed the regional office for the Aetna Insurance Company, the central office for the Southern Bell Telephone & Telegraph Company, the JTA Bus Complex on Myrtle Street and numerous buildings for offshore power systems, as

well as the Blue Cross Blue Shield Tower. Completed in the mid 70's, the Sears Catalog Distribution Center had the largest roof in the state of Florida, covering 1.2 million square feet.

Batson-Cook Jacksonville began to build a relationship with a small private college in the late 80's; Flagler College, a former hotel built during the 1880's by the college's namesake, railroad an oil tycoon, Henry Flagler. To date, the office has completed 14 renovation and new construction projects for the campus while maintaining the notable architecture and sense of historic St. Augustine, FL. Dr. William Abare, Jr., President of Flagler College claims, "We have had a great working relationship with Batson-Cook Jacksonville throughout the past 20 years. They have completed some of the most significant projects on our campus."

Over the past five decades, Batson-Cook Jacksonville has developed strong, lasting relationships with clients, leading to repeat

business. "We provide leadership and service to reach a balanced schedule, cost management and level of quality that our clients



expect," says David Barksdale, Jr., Senior Vice President and General Manager for the Jacksonville office.

The Target Corporation has relied upon Batson-Cook Jacksonville to construct or renovate over 75 Target Retail stores totaling over \$375 million worth of work for the corporation. In addition, the office has completed numerous projects for St. Vincent's Medical Center, originally built in 1915. All projects completed by the firm were done so without interruption of hospital services, leading to another satisfied repeat client.

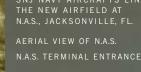
"We are very proud of our long-term relationships with our clients and subcontractors," says Barksdale.

A rhythmic client portfolio is not the only strong suit of this office. "We have achieved our success with skill, integrity, responsibility and leadership. Because of those factors we've had some extremely talented employees for all these years," said Raymond L. Moody, President and COO of Batson-Cook Company. "Just last year the General Manager of the Jacksonville office, David Barksdale, celebrated his 30th year with Batson-Cook Jacksonville. Without a doubt we have tremendous leadership in Jacksonville as well as the other offices – that makes us a great company."

Batson-Cook Jacksonville attributes its 50 years of success and growth to its longstanding relationships with its clients who understand the level of commitment, integrity and quality they can expect from Batson-Cook Company.

Batson-Cook Company was founded in West Point, GA in 1915 and has since grown into four multi-million dollar offices. The Company is proud of its 92 years of successful construction projects and tremendous growth. During this near century long existence, they have built a reputation as a quality, ethically sound and solid construction firm.









earning Community Recognition

2007

"This leadership approach has been described as 'servant leadership' in the business community...'

AWARDS. In 2007 Batson-Cook's top two executives, Edmund C. Glover, and Raymond L. Moody, Jr., received awards recognizing their outstanding leadership in the construction industry and service to their community. The employees of Batson-Cook have long admired both these gentlemen for their intelligence, integrity, and leadership style that encourages the responsibility and personal growth of each employee. * This approach has been described as "servant leadership" in the business community. The term was first coined by Robert Greenleaf in 1970 in his essay, "The Servant as Leader." For Mr. Glover and Mr. Moody, these values are a natural way of doing business, learned from their predecessors at Batson-Cook, including presidents John E. Davis and Cliff C. Glover.

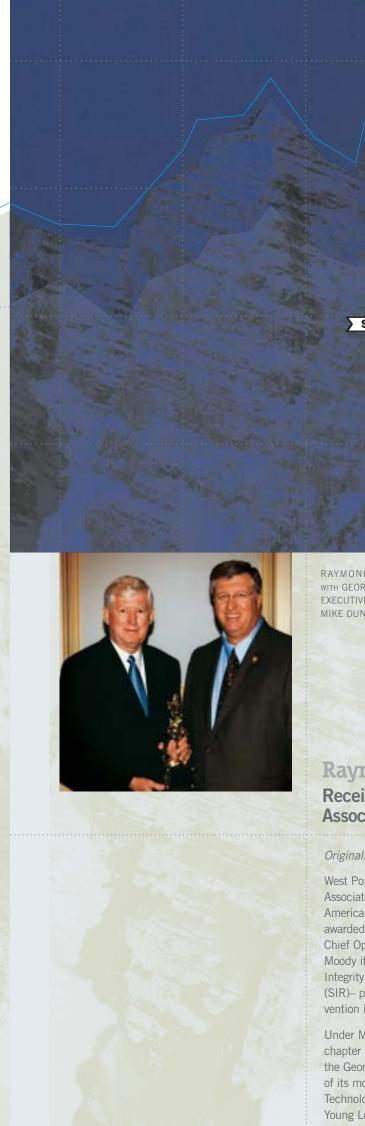
BATSON-COOK EXECUTIVES RECEIVE

Mr. Glover and Mr. Moody continue to mentor Batson-Cook employees to treat fellow employees and clients with respect to ensure long-term business relationships. When asked what they do for a living, Mr. Glover and Mr. Moody refer to themselves as employees of Batson-Cook- not as CEO and President.

They truly see themselves as team members privileged to be involved in the Batson-Cook organization.

Larry Spears, the CEO of the Greenleaf Center, describes servant-leadership in this way: "As we near the end of the twentieth century, we are beginning to see that traditional autocratic and hierarchical modes of leadership are slowly yielding to a newer model - one that attempts to simultaneously enhance the personal growth of workers and improve the quality and caring of our many institutions through a combination of teamwork and community, personal involvement in decision making, and ethical and caring behavior. This emerging approach to leadership and service is called servant-leadership."

Thanks to the Boy Scouts of America and the Associated General Contractors for recognizing these two gentlemen we have long admired.



Receives Highest Honor From Georgia Branch, **Associated General Contractors**

Originally published June 21, 2007 advances were soon adopted by AGC Cooperative Alliance and the 1998

West Point, Georgia - The Associated General Contractors of America (Georgia Branch) recently awarded Batson-Cook President and Chief Operating Officer Raymond Moody its highest award- the Skill, Integrity and Responsibility Award (SIR)- presented at the annual convention in Orlando.

Under Mr. Moody's direction as chapter President from 1996-1997, the Georgia Branch, AGC began two of its most esteemed programs—the Technology Committee and the Young Leadership Program. The efforts he began on the former were forward-thinking and thorough. Many served on the Board of Directors of of the association's technological

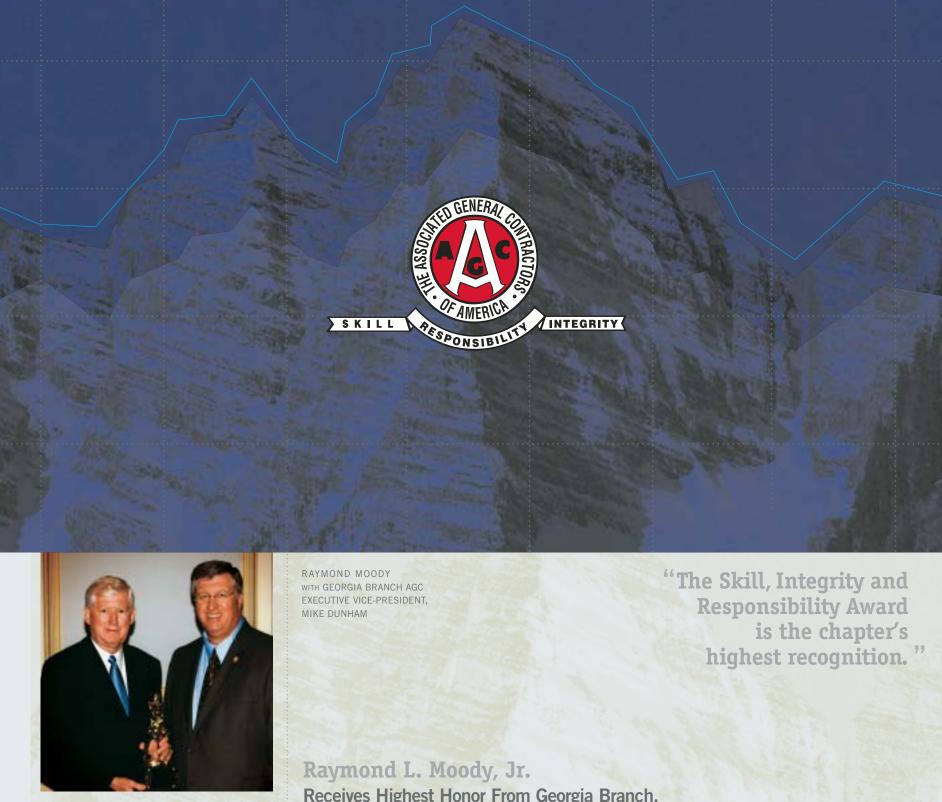
chapters across the United States. The Young Leadership Program is regarded as the standard throughout

"Mr. Moody's great leadership, visionary ideas and great sense of what was needed by the Chapter and the Georgia construction industry are what defined his role as President of the Georgia Branch. AGC," said Mike Dunham, the association's Executive Vice President.

Mr. Moody is a current member of the Board of Directors of the Georgia Branch, AGC and an elected Director of the AGC America. He has the Construction Industry

recipient of the Golden Hammer Award given by the American Society of Professional Estimators, Atlanta Chapter. In addition to these professional accolades, Mr. Moody has worked with numerous volunteer efforts on the local and







awards

BUILD GEORGIA AWARD

for its
Distinctive
Work on





THE CLOISTER HOTEL



EDMUND AND SANDRA GLOVER AT THE AWARDS PRESENTATION.



Edmund C. Glover Receives Silver Antelope Award From the Boy Scouts of America

Originally published June 6, 2007

West Point, Georgia – The Boy Scouts of America (BSA) recently presented Batson-Cook Company CEO Edmund C. Glover with its 2007 Silver Antelope Award. The National Court of Honor bestowed this distinction during a ceremony at the Boy Scouts of America Convention in Atlanta, recognizing Mr. Glover for his exceptional service to youth within the Southern Region of the BSA.

"Scouting is an organization I have been involved with most of my life," says Mr. Glover. "I was surprised and honored to learn I had been recognized with an award."

Former president of the Chattahoochee Council of the BSA, Chuck Hecht nominated Mr. Glover for his outstanding work including, assistant Scoutmaster for the council Philmont Contingent, vice president of program, vice president of finance, and president of the Council. Mr. Glover is a current member of its executive board and sits on the Area Charter Review Team for several councils. For nearly 15 years, he has participated in the Southern Region executive board and presently serves as a member of the Regional Program Committee.

"Edmund Glover's Silver Antelope Award is well-deserved," says Mr. Hecht. "He has worked for many years at many different levels of Scouting. We are proud to acknowledge his dedication."

His dedication to Scouting began early. Mr. Glover was a member of Scouting Pack, Troop, and Post 3 in West Point, Georgia where he earned his Eagle Scout Rank.

Lessons learned in his formative years helped Mr. Glover throughout his years in the business world.

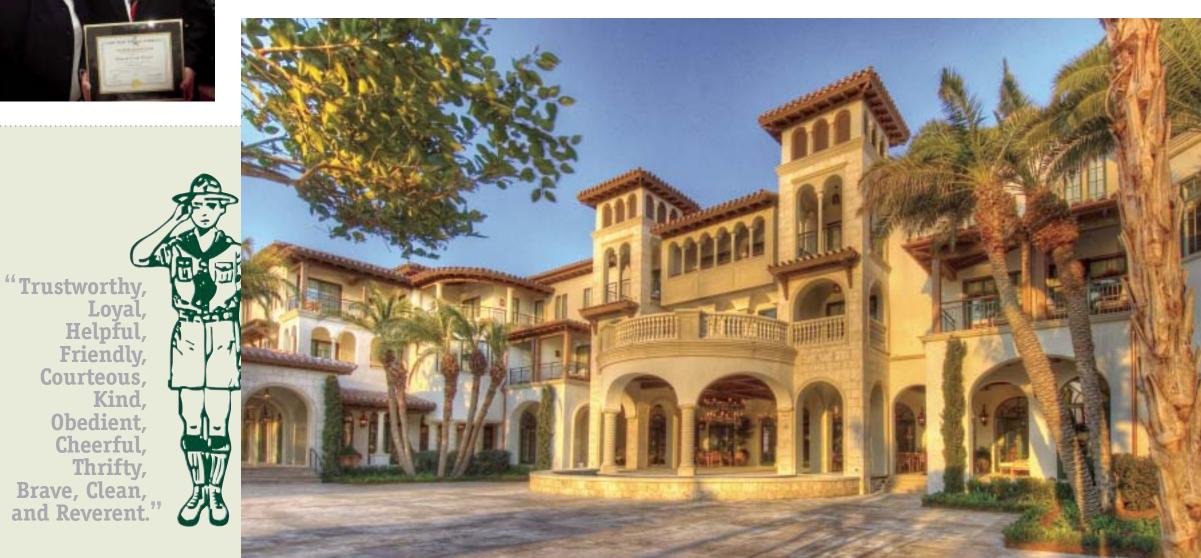
As CEO of Batson-Cook, he often recalls the 12 core values of the "Boy Scout Law"— Trustworthy, Loyal, Helpful, Friendly, Courteous, Kind, Obedient, Cheerful, Thrifty, Brave, Clean, and Reverent.

Trustworthiness—the first of the Scouting Values—is a trait that has helped Mr. Glover establish lasting relationships in business. His reputation as a man of his word has resulted in repeat business from clients, as well as numerous referrals.

Mr. Glover's lifelong commitment to Scouting has not only earned him awards like the Silver Antelope, but also instilled in him the rewards of community service, strong family ties, and a commitment to integrity and unwavering ethics. He continues to apply these traits to the business legacy given to him by his father and uncle.

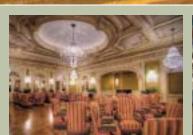
BATSON-COOK was honored with a 2007 Build Georgia Award for its exceptional work on The Cloister Hotel in Sea Island, Georgia. Presented by the Georgia Branch, Associated General Contractors of America (Georgia Branch, AGC) at its recent annual conference, the honor was received in the Design/Build category for contractors with

gross construction revenue of over \$100 million. ★ Batson-Cook worked meticulously to make The Cloister project a winning reality. Their teamwork and constant communication ensured that frequent fine-tunings of the design did not deter the schedule or the budget, but rather enhanced the historic quality of the end product.



awards











The general contractor procured craftsmen from Savannah, Jacksonville and Atlanta to work with the fine quality of materials required by one of the best resorts in the world. These artists worked with nine different wood finishes as well as ten different finish stones to create the exacting looks required by the Smoking Room, the Colonial Lounge, the Private Dining Room and the Ballroom, among others. The 79-year-old history of the original resort was preserved by Batson-Cook as it employed pieces from the Spanish Lounge of the original hotel into the Spanish Lounge of the new hotel. Additionally, elements such as original fireplace mantels found homes within the new building. ★ The Sea Island Company

recognized the efforts of the

general contractor as well by

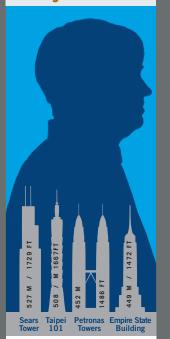
awarding the firm with additional work – five contracts to date in all.

★ The Georgia Branch, AGC bestows the Build Georgia
Award as the highest honor a construction firm can receive from the association. It lauds general contractor and specialty contractor members and their teams for outstanding performance on the state's most innovative projects. This first place award is the fourth the firm has

received in the last six years.

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the association.





Senior Vice President and General Manager of Batson-Cook's Atlanta office, Robert Douma, was project manager for one of the Petronas Towers in Malaysia. At 1,476 feet tall and 99 stories, they were the tallest buildings in the world from 1996 to 2005.

industry trends

PERSPECTIVE ON LEED

LaGrange College, Frank and Laura Lewis Library, Lagrange, Ga



This structure will conserve both water and energy, reduce waste and greenhouse gases and reduce operating costs for the owner.



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SINCE THE INCEPTION of the Leadership in Energy and Environmental Design (LEED) process in 2000, over 7,800 commercial construction projects have been built nationwide to meet these rigorous demands set by the United States Green Building Council (USGBC)*. More and more, owners are choosing this third party verification of their commitment to sustainable energy and design. "Involving the building team from the beginning is essential to the

process," says Jonathan Collard, project manager for Batson-Cook and the firm's first employee to receive individual LEED Accredited Professional Status. * "From owner to architect, project manager to contractor, team members gather from the onset to determine which LEED standards can be completed and where the project can capture a credit, given the project scope, the land on which the team is working, its proximity to natural resources, etc."

Projects can achieve LEED certification of Certified, Silver, Gold or Platinum

by earning points for excellence in efficiency such as, Sustainable Sites, Water Efficiency, Energy & Atmosphere, Materials & Resources, and Indoor Environmental Quality.

"Obviously, we're not going to be able to meet every standard in the guidelines," says Collard.
"For example, in the rural areas of Georgia, we will be hard-pressed to earn points in Brownfield Redevelopment. But there are still a multitude of ways we can earn points."

Once the initial determinations are made and the desired level of LEED certification is selected the designers and general contractor begin the building process. A crucial part of this process is the proper selection of subcontractors. Says Project Executive Joe Appleton, "It's imperative that the clauses and instructions are clear for subcontractors on a LEED certified project and that the requirements under the program are adequately laid out. Although LEED is more and more

prevalent, many subcontractors have not participated in a project built under these strict guidelines"

After the LEED certification

requirements determined, the actual construction process begins and a new set of concerns arise. "My first thought on my first LEED project was 'How are we going to handle all this onsite construction waste?" says Superintendent Chuck Hutchinson. "LEED requires that the jobsite recycles everything, and I just couldn't imagine how we were going to do that- especially sheetrock." However, throughout the construction of the Little White House in Warm Springs, Georgia, the team strictly adhered to the instructions. At the end of the project Hutchinson said, "Reeves Wrecking from Columbus, Georgia took those dumpsters away and gave me the appropriate documentation stating that they

While Mr. Hutchinson ensures the integrity of the work on-site from recycling to enforcing a

had adhered to the regulations of

the USGBC. They proved me

wrong," said Hutchinson.

"no-smoking in the structure" rule to guarantee the integrity of the air quality— Project Manager Collard organizes the additional administration of the project.

"There is a huge difference in the level of project management in a LEED certified building than in a standard one," says Collard. "Scrutinizing the purchase of material, keeping the paperwork at a manageable level, and running my every-day duties" is a juggling act required by the environmentally-friendly process.

In the end, the rewards of the LEED process produce a building with tangible environmental benefits. This structure will conserve both water and energy, reduce waste and greenhouse gases, and reduce operating costs for the owner. It will also demonstrate to on-lookers the responsibility that each member of the building team feels towards preserving the environment.

Appleton, Collard and Hutchinson have recently begun work on Batson-Cook's newest project designed for LEED Certification, the LaGrange College Frank and



Laura Lewis Library. This \$11 million three-story library will occupy 44,000 square feet of space. The cast-in-place, post-tensioned concrete frame will have a steel-roof structure. Its exterior walls are steel stud framing with masonry veneer and aluminum storefront systems. The HVAC system will include hot and chilled water with an energy management system.



recently awarded projects

Did you Know?



were first invented and used in the construction of the Hoover Dam in 1933.

> AFLAC PAUL S. AMOS CAMPUS EXPANSION - PHASE II COLUMBUS, GA \$38.0 MILLION

> AMERICAN SAFETY INSURANCE ATLANTA, GA \$1.5 MILLION

AMERIPRISE FINANCIAL AT BAY CENTER I TAMPA, FL \$682,000

BEACH CLUB GARDEN NORTH RESIDENCES SEA ISLAND, GA \$22.5 MILLION

BEACH CLUB GARDEN SOUTH RESIDENCES SEA ISLAND, GA \$22.5 MILLION BEACH CLUB OCEAN SEA ISLAND, GA

\$25 MILLION BENITO MIDDLE SCHOOL

PAINTING AND RENOVATION TAMPA, FL

BLACK BANKS RIVER RESIDENCES SEA ISLAND, GA \$21 MILLION

BOEHRINGER INGELHEIM ATLANTA GA

BRYANT ELEMENTARY SCHOOL ADDITION TAMPA, FL

\$177,000

CESSNA EXPANSION COLUMBUS, GA \$9.0 MILLION

CESSNA LOCKER ROOM COLUMBUS, GA

CHARTERBANK WEST POINT BRANCH RENOVATION WEST POINT, GA

CIRCLE 75 INFRASTRUCTURE SMYRNA, GA \$5.9 MILLION

COMMUNITY PRESBYTERIAN CHURCH ATLANTIC BEACH, FL \$3.3 MILLION

DIVERSE POWER EXPANSION LAGRANGE, GA \$10.0 MILLION

ELLIS SQUARE UNDERGROUND PARKING DECK SAVANNAH, GA \$29.6 MILLION

FIRST BAPTIST CHURCH CLC BUILDING PEACHTREE CITY, GA \$4.4 MILLION

FIRST BAPTIST CHURCH RENOVATION PEACHTREE CITY, GA \$1.6 MILLION

FIRST OPTION MORTGAGE #1900 ATLANTA, GA \$71,000 FLAGLER COLLEGE ART BUILDING

ST. AUGUSTINE, FL \$3.7 MILLION FLAGLER COLLEGE ART BUILDING

PHASE II ST. AUGUSTINE, FL \$2.1 MILLION FREDERICA GOLF CLUB SEA ISLAND, GA \$13.4 MILLION

GEORGIA POWER CHATTAHOOCHEE RIVER PUBLIC PARK SITE **IMPROVEMENTS** LEE COUNTY. AL \$795,000

GLENMOOR PHASE II AT WORLD GOLF VILLAGE ST. AUGUSTINE, FL \$1.2 MILLION

GLOBAL KNOWLEDGE & 7TH FLOOR CORRIDOR ATLANTA, GA \$357,000

HIGHWOODS BAY CENTER I TAMPA, FL \$17.5 MILLION

HSBC AT 600 GALLERIA ATLANTA, GA

HUGHSTON CLINIC LAGRANGE, GA

KIA SITE STORM DRAINAGE WEST POINT, GA \$1.0 MILLION LAGRANGE COLLEGE FRANK AND LAURA LEWIS LIBRARY LAGRANGE, GA \$10.9 MILLION

NATIONAL INFANTRY MUSEUM PARADE FIELD COLUMBUS, GA

NORTHSIDE HOSPITAL FORSYTH 2007 5TH FLOOR BUILD OUT CUMMING, GA \$1.2 MILLION

NORTHSIDE HOSPITAL FORSYTH WOMEN'S CENTER CUMMING, GA \$29.2 MILLION

NORTHSIDE HOSPITAL FORSYTH PEDESTRIAN BRIDGE CUMMING, GA

NORTHSIDE HOSPITAL FORSYTH WOMEN'S CENTER - ROTOCLAVE CUMMING, GA

NORTHSIDE HOSPITAL FORSYTH WOMEN'S CENTER PARKING LOT CUMMING, GA \$4.0 MILLION

NORTHSIDE HOSPITAL FORSYTH WOMEN'S CENTER CENTRAL **ENERGY PLANT** CUMMING, GA

PRESBYTERIAN HOMES OF GEORGIA. CONTINUING CARE RETIREMENT COMMUNITY WATKINSVILLE. GA \$60 MILLION

RENAISSANCE WAVERLY HOTEL MEETING ROOM RENOVATION ATLANTA, GA \$3.0 MILLION

ROSWELL STREET BAPTIST CHURCH GYM

SAM JONES UNITED METHODIST CHURCH - INTERIOR RENOVATION

COUNTY CLASSROOM ADDITIONS

SEA ISLAND BEACH CLUB

ST. FRANCIS GROUND SOUTH RENOVATION COLUMBUS, GA

ST. AUGUSTINE, FL \$4.6 MILLION

EXPANSION ATLANTA, GA

TARGET STORE T-2196 MIAMI LAKES

ATLANTA, GA \$3.1 MILLION

CARTERSVILLE, GA \$2.4 MILLION

SCHOOL DISTRICT OF HILLSBOROUGH TAMPA, FL

SAVANNAH, GA \$77.0 MILLION

\$445,000

ST. JOE RIVERTOWN BALLFIELD

STARWOOD HOTELS AND RESORTS

MIAMI GARDENS, FL \$7.0 MILLION

TARGET STORE T-2364 PALM COAST PALM COAST, FL \$9.0 MILLION

TARGET STORE T-2431 - MILTON ATLANTA, GA

THE CITY MARKET HOTEL SAVANNAH, GA \$16.7 MILLION

THE WHITE OAK GROUP & 14TH FLOOR CORRIDOR ATLANTA. GA \$447,000

ULTIMATE SOFTWARE GROUP **EXPANSION** ATLANTA, GA

Built for the 1889 World's Fair, the Eiffel Tower's blueprints filled more than 14,000 sq. ft. of drafting paper. Its height varies as much as 6 inches,

Did you Know?

The Eiffel Towe

depending on the temperature.

WACHOVIA FIRST STREET EXCAVATION CHARLOTTE, NC \$29.6 MILLION

WACHOVIA FIRST STREET OFFICE BUILDING CHARLOTTE, NC \$236.9 MILLION

WACHOVIA FIRST STREET PARKING DECK CHARLOTTE, NC \$89.7 MILLION

WESTPOINT HOME BUILDING RENOVATION WEST POINT, GA \$581.000

WINDMARK BEACH VILLAGE CENTER NORTH PORT ST. JOE, FL

