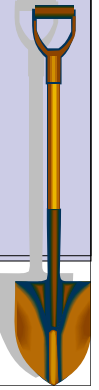




BOSSARDT CORPORATION
Professional Construction Services

GROUNDBREAKING NEWS

WINTER 2011 - SPRING 2012



"None of us, is as good as all of us." John R. Bossardt

Included in this Edition

- AMC Presentation
- RAH Gold Standard List
- What's New: Bid Openings
- Take Note
- Spot Light: Presentation Skills

OFFICIAL NEWSLETTER

Welcome to the 14th edition of Bossardt Corporation's Newsletter!

We welcome your ideas for future newsletter articles and any company-related photos you would like to share.

City/County Collaboration—Building for Success

John Bossardt, along with Brookings City Manager Jeff Weldon, presented "Building for Success" at the Association of Minnesota Counties (AMC) convention in November, 2011, to Minnesota County government officials who were interested in the Brookings City and County Government Center's building project.

In 2009, Brookings, SD formed a Joint Powers Board for the City and County of Brookings' new Government Center project. Both the City and County had space needs and elected to explore the possibility of working together to share space and eliminate overlap in services, while providing government services at a lower cost to taxpayers. Some officials viewed this collaboration as an "an opportunity to do something never done before, and to be a model to other city/county joint ventures."

Sometimes a capital construction project may be necessary to facilitate better delivery of local government services. Local government bodies can take action to benefit the taxpayer by working together to minimize the cost of delivering local services.

The Brookings City and County Office Building project is currently under construction, and is on schedule and under budget.



John Bossardt & Jeff Weldon at the Brookings' Groundbreaking Ceremony



Redwood Area Hospital on the Gold Standard List



Redwood Area Hospital is on the Gold Standard List for a fifth consecutive year. According to Hospital Administrator Jim Schulte, "I still think we did the right thing to remodel, rather than build new... And I still think our remodeling went as well as it did because you (Dan Volbert) and the rest of the Bossardt team were willing to work with us on a daily basis."

Members of the Bossardt project team included Mark Bosch, Duane Warren, Dan Volbert, Jerry Cleveland, Brooke Peterson and Victoria VandeLinde.

What's New

Miller School District's successful bid opening results were \$459,000 under budget. The groundbreaking ceremony for the Miller, SD school is planned for Monday, May 14, 2012.

Bid Package #1 for the Roseville Fire Station came in \$180,000 under budget. The groundbreaking ceremony for the new fire station is planned for Tuesday, May 29, 2012.

Bossardt Corporation is planning the first bid opening for Duluth Public Schools' new Myers-Wilkins Elementary School, formerly Grant Elementary, on Thursday, May 24, 2012.

Raving Fan:

"We have been impressed and happy with how the construction management staff from Bossardt Corporation has worked closely with us... to give us the desired end result."

*- Mr. Jim Schulte
Hospital Administrator,
Redwood Area Hospital*



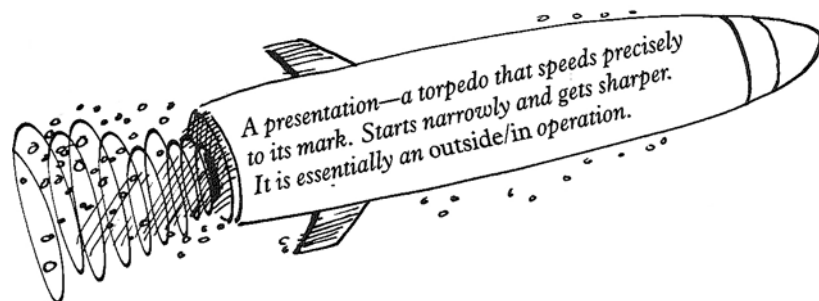
TAKE NOTE

- * Bossardt Planning Conference was held April 11, 2012 at the Corporate Office.
- * John Bossardt will be celebrating his 65th birthday on May 4, 2012!
- * Shane Butler and Jamie Quinnell will be married May 27, 2012. Best wishes!
- * REMINDER: Bossardt Office will be closed on Memorial Day, May 28, 2012.
- * Sherry Thompson will celebrate 20 years with Bossardt Corporation in August.
- * Andy Hoffmann will celebrate 5 years with Bossardt Corporation in October.

Spot Light: PRESENTATION SKILLS - PART I

You have been asked to make a *presentation*. Consider yourself complimented. Somebody thinks you know something that is worth hearing or seeing – probably both. You have, in fact, entered a very charmed circle. The majority of people are never asked to make a presentation.

There are many things a *presentation* is **not**, but it is mainly not "making a speech." The phrase even sounds archaic, and is probably best characterized by the sarcastic old taunt, "You're not going to make a speech, are you?" Speeches have a way of getting fat as they are being given, whereas presentations tend to skinny down to a sharp point. In a *presentation*, **Less is More** impactful.



If you are part of the *presentation*, your message should be the point. Definition of a *presentation* can be boiled down to a handful of words: A *presentation* is a commitment by the presenter to help the audience to do something—and a constant, simultaneous evaluation of the worth of that commitment by the audience.