



KNUTSON CONSTRUCTION SERVICES

Ten Years of Building Community in Rochester



T

here is so much more to the building process than hammering nails and pouring concrete. Since opening its permanent Rochester office in 1997, Knutson Construction has consistently demonstrated to the people of Rochester the roles that passion, commitment, fun, and pride play in successfully serving Minnesota's fastest growing community.

After 40 years of managing Rochester construction projects through its Minneapolis office, Knutson extended its commitment to the city 10 years ago with its Rochester office. Dave Bastyr, a senior project manager in the Minneapolis office, moved with his family to lead the new division. He was joined by Marv Stafford and Rich Reding, two experienced Knutson building superintendents from the area.

"Many people in Rochester were tickled when we made a bigger commitment to the area," explained retired general superintendent Dick Pepper. "From day one, the new team dedicated themselves to becoming a vital cog in this growing community."

"I'm proud that I can drive around our community and say: 'I worked on that one, and that one, and that one.'"

Matt Marx

DEDICATED AND CUSTOMER-DRIVEN

Maintaining that dedication wasn't difficult, as Knutson has added to its Rochester office quality people who care deeply about their community and are dedicated to providing clients with an outstanding construction experience. Ten years later, this team has helped Knutson's Rochester division become a model for a successful construction enterprise. Their passionate focus on understanding customer needs consistently raises expectations, and sets new standards for service and quality.

Rochester's people, now numbering more than 30 office staff and superintendents, plus 130 professionals in the field, literally grew beyond the walls of the original space. The year 2007 will mark the opening of Knutson's new building on Highway 52, a tangible symbol of how Knutson has integrated itself into the Rochester community.

From playing a key role in the construction of Mayo Clinic's landmark Gonda Building to construction of schools, religious institutions, banks, community buildings, parking ramps, healthcare facilities and even the City Hall, Knutson has left a permanent mark on Rochester. Its journey from humble beginnings to an independent, entrepreneurial company is a story of people committed to improving their community, serving owners, and building strong relationships.



HOLY ANARGYROI GREEK ORTHODOX CHURCH

"In just ten years, Knutson Construction's Rochester division evolved from a small three-person office into a successful business that serves as a model for our entire organization. Our Rochester team has woven itself into the very core of its community, while setting the highest standards for service and excellence, and helping clients realize their dreams.

All Knutson team members are pleased to celebrate this 10th anniversary milestone with our Rochester family. We are proud of your accomplishments, and look forward to many more years of earning the trust of our clients."

*Steve Curry, CEO
Knutson Construction Services*

GREAT PEOPLE, GREAT SERVICE

Since the first decision to open its Rochester office, Knutson sought to attract talented, hard working people, and to set high standards for how they represent Knutson. "The philosophy of our Rochester office is that if you have good people, they will understand how to transform a client's vision into reality," said Steve Curry, Knutson's CEO.

Without the commitment of its people, noted office manager Sharyl Wheeler, "We wouldn't have had this much success and growth in Rochester." That team devotion to listening and understanding is crucial, and helps guide clients on their journey from blueprint to successfully-completed project.

Across the board, team members credit the dedication of Knutson's people as a foundation for organizational growth. Together, they recognize the role that relationships play in understanding and serving the needs of owners and community. "We're not just a construction company," explained Dave Bastyr. "We are people who are proud of what we do and what we do for other people." Here are three stories that represent the perspectives of many area organizations Knutson has been honored to serve.



ROCHESTER RECREATIONAL CENTER POOL



TREASURE ISLAND RESORT AND CASINO

1996

1996

1997

1998

1999



ROCHESTER CITY HALL



THIRD STREET PARKING RAMP



TREASURE ISLAND RESORT AND CASINO

SCHAEFFER ACADEMY

Knutson has been fortunate to partner with Schaeffer Academy of Rochester, a 370-student K-12 private school that has expanded significantly since it first opened in 1993. In the summer of 2005, after school ended for the year, Knutson began work on a new science wing that was ready in time for the fall semester.

"They are outstanding. I couldn't say enough good things about Knutson."

Gretchen Steer, Director of Development and Communications, Schaeffer Academy

Gretchen Steer, Knutson's main contact at Schaeffer, appreciated that the project was completed on time and under budget. "I couldn't have asked for better communication," she explained. "I thought they showed great sensitivity to the environment they were working in when they offered us a nonsmoking work site."

To accommodate expansion, Schaeffer is working on plans to add classroom and commons wings, and undertake an internal remodeling project. Knutson looks forward to a continued partnership with this educational leader in Rochester.



HOLY ANARGYROI GREEK ORTHODOX CHURCH



ROCHESTER POST-BULLETIN

2003

2004

2004

2004

2004



GONDA BUILDING, MAYO CLINIC



MARRIOTT RESIDENCE INN

"It's a tremendous relief to have a partner who says: 'We'll get it done.'"

John Withers, Owner Representative, Rochester Post-Bulletin

ROCHESTER POST-BULLETIN

Nothing represents a community like the local newspaper. Knutson is pleased at how the Post-Bulletin has come to count on their responsiveness and attention to detail. In 2004, Knutson completed a major construction on their building. "I'm just a layman, so it's super important to me that I trust the builder with what's going to be happening," said John Withers, Knutson's contact at the newspaper. "Sean Dols, Knutson's project superintendent, gave me confidence when he said 'You'll be happy and proud of this building when we're done.' And he was right."

Since Knutson completed the work, Withers continues to look to them to put out fires, like on the hottest day of the summer of 2006, when the air conditioner failed. "Knutson got a crane and three laborers here, cut a hole in the side of the building, and we had air conditioning by 3:00 p.m., allowing us to get the paper out on time."

AMERICAN CANCER SOCIETY'S HOPE LODGE

Many cancer patients make multiple trips to the Mayo Clinic to receive treatment. Through Hope Lodge, the American Cancer Society provides comfortable and free housing to those patients and their families who must travel to Rochester for their treatment.

Knutson was pleased to work with the organization in 2006 to double Hope Lodge's capacity from 29 to 61 rooms, enough to meet the needs of the 30 individuals typically on their waiting list. "Knutson understands the unique needs of our organization, and why we need to give our guests the best experience possible. They were able to minimize inconvenience to our existing guests while putting on this expansion," explained property manager Howard Heino. "The people at Knutson are professional in a warm, open and respectful way. They made me feel like we were a team, doing this together," Heino added.

"Knutson is clearly a partner in the community as well as a partner to those they work with directly."

*Howard Heino, Property Management,
American Cancer Society*

Knutson was able to engage subcontractors and materials providers willing to make their own contributions to this important Rochester community organization. "It saved significant funds that we would have otherwise needed to raise and pay out. I have never heard of any other firm doing that."



RONALD McDONALD HOUSE



SCHAEFFER ACADEMY



ASSISI HEIGHTS



OLMSTED NATIONAL BANK



EASTWOOD BANK

KNUTSON'S COMMUNITY FOCUS

The company's emphasis on people leads Knutson beyond thinking about construction and buildings, to a wider-reaching focus on the community. "We care about Rochester's growth and the people who reside here," said Wheeler. This community-building mindset reflects both Knutson's core attitude and its recipe for success. "If you care about community first, then the rest will fall into place," added Trevor Westrom, director of business development. "Our firm was started in 1911 by hardworking people who cared deeply about their communities."

Knutson's Rochester people do care deeply about their work. Bastyr and his colleagues set the tone with an attitude of teamwork, service and camaraderie: "We will have fun, we will gain the trust of the owners we serve, and we will not let ourselves fall down. We will build successful, positive relationships with everyone."

"When we go in with the right attitude and the right drive, our owners will get more than they expect from Knutson."

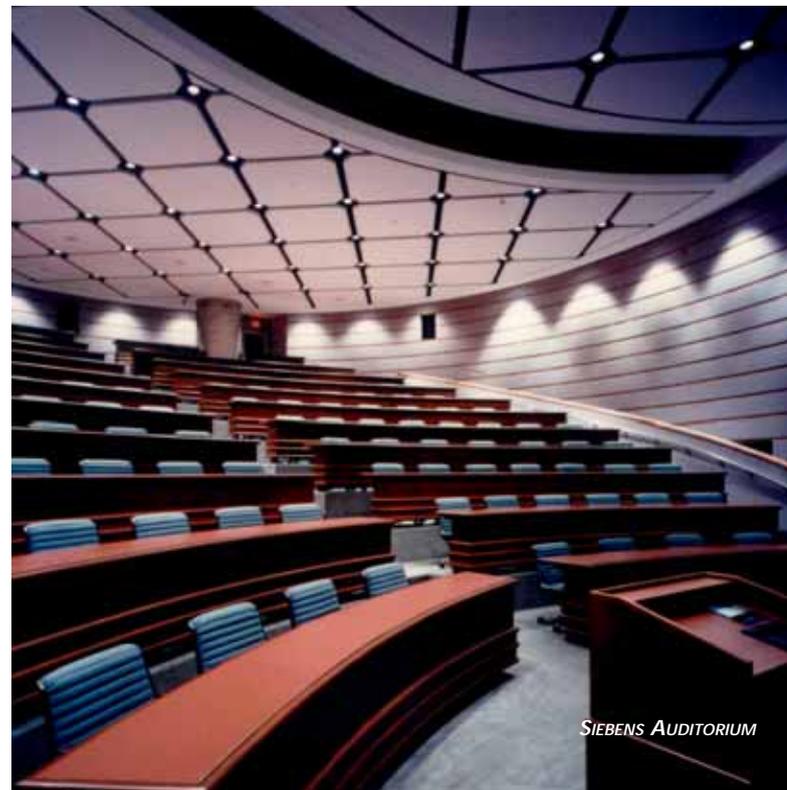
Rich Reding

While success in Rochester requires serving many building owners, Knutson is especially proud of its growing relationship with the Mayo Clinic, Rochester's largest employer. Working on the Gonda Building, the largest construction project in the clinic's history, has been a major milestone, and has helped Knutson's

"The most important thing is trust, getting our owners what they need when they need it."

Dave Bastyr

relationship with Mayo blossom. By developing a thorough understanding of their systems and expectations while showing sensitivity to patient and staffing needs during the construction process, Knutson has been able to set a new performance standard at the Mayo Clinic.



SIEBENS AUDITORIUM



THE NEW KNUTSON CONSTRUCTION
OFFICE BUILDING

2007

2007

2007



HOPE LODGE

BUILDING FOR ROCHESTER'S FUTURE

Knutson in Rochester is made up of people who have not lost their fascination for transforming a bundle of sticks and stones into something wonderful. "The more we take pride in our work, the more we are part of this community," said Westrom. This pride infuses the Knutson organization, helping people to remain passionate, productive, innovative, and excited about doing their jobs. And at the end of every project, Knutson wants owners, architects, contractors, subcontractors, and all involved parties to feel proud of what they have accomplished.

Dave Bastyr summed up this attitude at the 2007 ground breaking for Knutson's new Rochester building: "It is very rewarding for all of us to look at the skyline and know that Knutson has played a large part in helping create this great community."

Buildings are constructed for the long term. Like the projects Knutson builds, there can be no question that Knutson has become a permanent fixture in Rochester. We will continue our quest to transform ideas into buildings, contributing both to the community and the cityscape in the process. That process drives our commitment to purpose and values, and ultimately keeps Knutson connected to our people, to our partners, and to this wonderful Midwestern community that we have come to call home. We are grateful to have been welcomed here, and look forward to building many successful relationships in the coming years.

"Our office succeeds in Rochester because Dave Bastyr doesn't accept anything less. His greatest strength is his ability to approach every project from the client's perspective rather than our perspective."

Steve Curry

COMMUNITY-MINDED LEADERSHIP

When Knutson decided in 1997 to open a permanent office in Rochester, Steve Curry had to convince Dave Bastyr, the company's senior project manager, to make the move south. Dave's high school-aged daughter wasn't too happy about the idea, but today he proudly says: "I couldn't imagine living anywhere else."

Today, the people that make up Knutson Construction in Rochester couldn't imagine anyone else leading their office. "Having Dave here really made everything work," explained superintendent Marv Stafford. "Dave was open-minded enough to listen to people who already knew the Rochester community. As a result, Knutson learned to adapt to Rochester, instead of the other way around."

Dave sets a high standard for himself, for Knutson, and for the people who represent the organization in Rochester. His values have become Knutson's values: community involvement, hard work, loyalty, and fun. "I have a lot of respect for Dave, and have learned a lot from him," said Sharyl Wheeler, Knutson's office manager.

His attitude and manner continue to help shape Knutson's success. "We see the way Dave and his leadership team present themselves to owners, contractors, and clients in a professional yet easygoing way," said Derek O'Connor, a ten-year Knutson team member.

"He's generous, supportive, and a person with real integrity," added former general superintendent and mentor Dick Pepper.



Rochester, MN
5985 Bandel Road NW
Rochester, MN 55901
Tel: (507) 280-9788
Fax: (507) 280-9797
Dave Bastyr, Vice President
dbastyr@knutsonconstruction.com

Iowa City, IA
2351 South Scott Boulevard
Iowa City, IA 52240
Tel: (319) 351-2040
Fax: (319) 351-7163
Darin Knapp, Vice President
dknapp@knutsonconstruction.com

Minneapolis/St. Paul, MN
5500 Wayzata Boulevard
Suite 300
Minneapolis, MN 55416
Tel: (763) 546-1400
Fax: (763) 546-2226
Todd Schilling, Vice President of Operations
tschilling@knutsonconstruction.com