

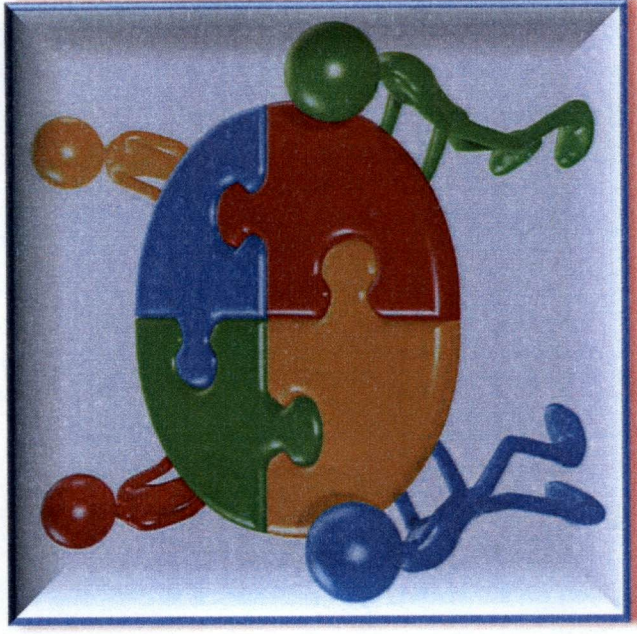
Skanska USA is one of the largest, most financially sound construction and development companies in the country, serving a broad range of industries including healthcare, education, sports, data centers, government, aviation, transportation, power, energy, water/wastewater and commercial. Headquartered in New York with, 39 offices across the country, Skanska USA employs more than 9,600 employees committed to sustainable construction and development and an injury-free workplace. Skanska USA Building, which specializes in building construction, and Skanska USA Civil, which focuses on civil infrastructure, generated \$6.7 billion in revenue in 2013, representing 34 percent of Skanska's global construction revenue. Global revenue of parent company Skanska AB, headquartered in Stockholm and listed on the Stockholm Stock Exchange, totaled \$21 billion in 2013.

Diversity / MWBE Program

Linda Porter - Tampa Office

- 813-267-6467

- linda.porter@skanska.com

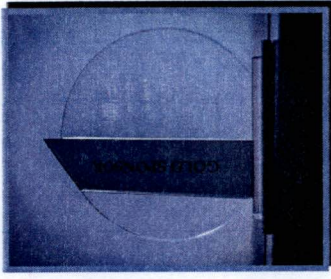


Investing in Our Community

MWBE Development Plan

1. Identify Resources for Small Businesses
2. Technical Resource Assistance & Training
3. Financial Assistance Plan
4. Reduces Barrier Packaging
5. 2nd Tier Strategies
6. Monitoring & Reporting

MWBE Goals for ALL Project (20%):



MWBE Project Training

Who's Who at Skanska?
Patrick Dunn

It is our goal to have a diverse workforce that reflects the communities we serve. We are committed to providing equal employment opportunities for all qualified individuals.

Who's Who at Skanska?
Carrot Partner

Carrot is a leading provider of construction training and workforce development programs. We are proud to partner with Skanska to provide high-quality training for the construction industry.

SKANSKA

The Junction

First Ever Business Expo Held in the Heart of Business Community in Charlotte, Carolina

Skanska's participation in the event was a key component of our commitment to the local community. The event provided a platform for Skanska to engage with local business leaders and discuss the company's commitment to diversity and inclusion.

SKANSKA

SKANSKA USA Building Inc. 4309 Emporis Boulevard, Suite 200 Durham, North Carolina



SKANSKA

We are changing the face of construction and we want you to join us!

Please connect with us at Skanska's
MWBE Breakfast Training
Thursday, March 3, 2011
8:00 - 12:00pm
Skanska USA Building Inc.
4309 Emporis Boulevard, Suite 200
Durham, North Carolina

Topics include:

- Skanska Boot Camp Series, "Join, stop this crazy thing!" Everyone knows that time is money. This training session will teach you what you need to know to get into project scheduling that gives you the best chance of success and success.
- Upcoming Project Presentations

Please RSVP by February 28th to Rocio Rickett at rickett.roocio@skanska.com or call 919.581.7560

save it!
April 14 2011

Women In Construction Symposium II

Prestonwood Country Club
Cary, North Carolina

sponsored by

SKANSKA

SSAS

The Skanska Team's Five Step Approach to Reaching Participation Goals

Step 5

Step 4

Step 3

Step 2

Step 1

Post-Project debrief

Identify future collaborations

Ongoing communication

Preconstruction Meetings

Progress Meetings

Payment Schedules and audits

SBE/MWBE Tracking & Monitoring

Preliminary Bid meetings

Bid notifications

Technical Assistance

Post Bid Results

Reduced Barrier Strategies

Bid Package analysis

Prequalification & Certification Assistance

Proactive Outreach

Dynamic Database

Strategic Alliances with Local Agencies

Matchmaking with larger contractors

What are the advantages for MWBE Community?

Reduced Barrier Packages fosters small business competition

Best Value Evaluation Process includes MWBE inclusion which increases opportunities on 2nd tier level

Provides multiple opportunities to bid as prime or 1st tier

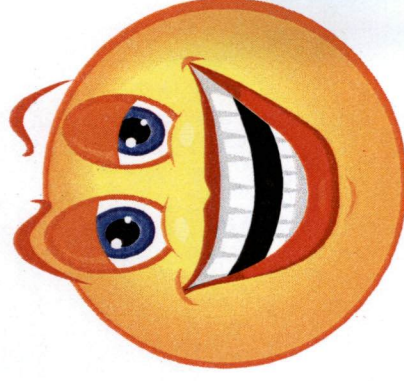
Subguard Program in lieu of bonding

CCIP Program to assist with higher insurance requirements

**Before you disqualify yourself, or
decide you can't bid**

KNOW THAT

WE ARE HERE TO HELP!



Jeanne Chase

Prequalification Administrator

Jeanne.Chase@skanska.com

<https://apps.skanskausa.com/prequalinquiry/>

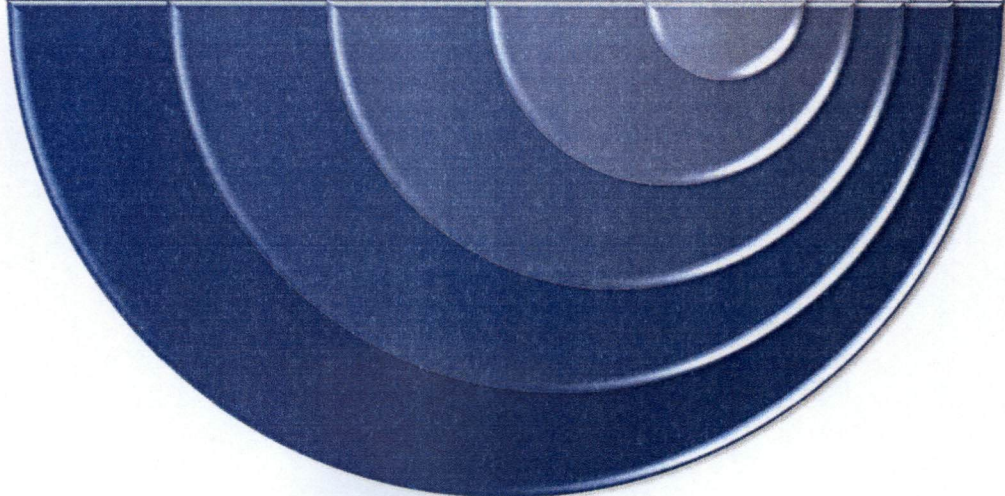
Linda Porter

Florida Diversity Manager

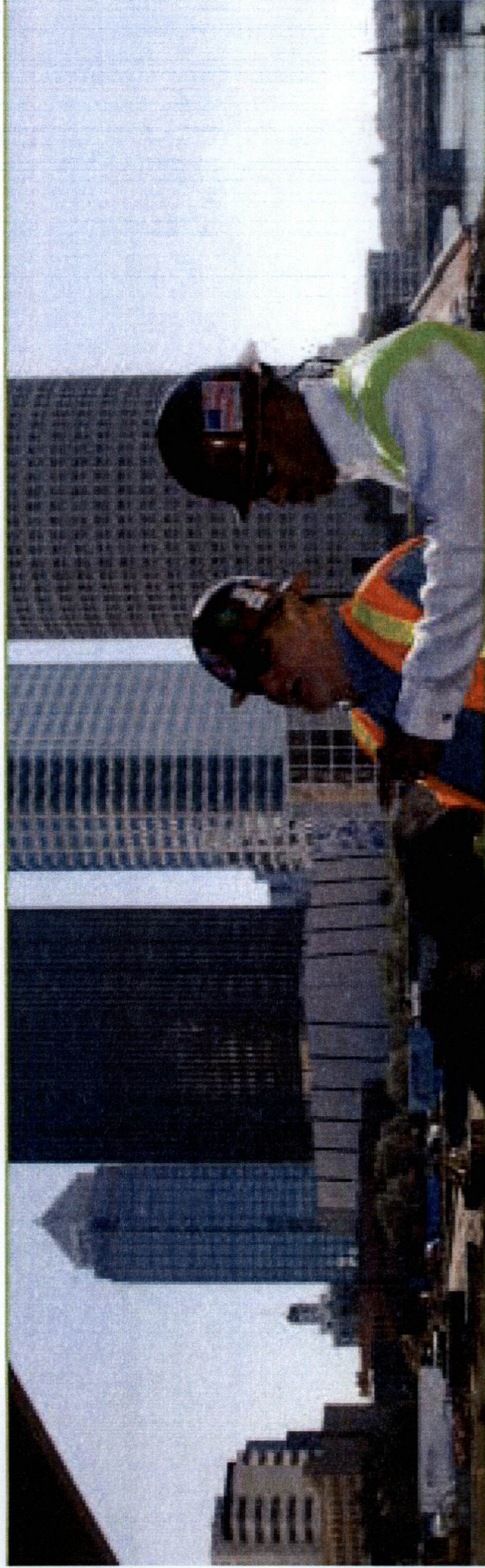
Renee' Jones

Senior Regional Diversity Director

What We Promise to Do !!



Assist you in any way we can
Advertise project activities as required
Provide assistance with prequalification process
Provided One-on-One assistance with bid package and document interpretation
Aggressively pursue opportunities for participation at the 2 nd Tier level



At Skanska, we recognize the power of diversity and are proud of our commitment and dedication to fostering an environment where our employees and subcontractor partners can contribute creative ideas, rise to the challenge, assume leadership and exceed expectations. We believe an inclusive workplace environment is an essential ingredient in building strong teams and successful companies.

Questions and Answers

