



20 Years of Making a Difference
in the Built Environment

20th Anniversary Message

During our time in business, we have accumulated many experiences and accomplishments that we are proud of. With this special edition we would like to present the thoughts of our founders, so offered below are their views on our efforts throughout our time in business and the changes throughout the years. Thank you and we hope you enjoy this insight into FEA.

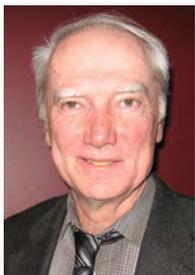


“When I think back about the history of FEA, I think more about the characteristics and habits we’ve developed as a company. What comes to mind are themes like; client-needs, thought leaders, and total asset management. While the world changes around us, these basic characteristics are what have been steady and consistent throughout our 20 years.

We’ve never hesitated to listen to what our client needs are and adapt to them; to share our experiences with our clients; and to take a leadership role in our profession. What I hope this will do is set the stage for the next 20+ years, building on our foundation of unwavering support of our clients and passion for finding new and better ways to manage their valuable assets.

At FEA, I believe we can change our industry, and our history serves as a good guide to the future. Please join us in making the next 20 years even more exciting and rewarding by changing the way people think about their facilities!”

Chris Hodges, Principal



“The past 20 years have brought incredible changes in technology and those changes have affected not only how we conduct business, but how we live and interact as a society. Each increase in technological advancement offers more information and faster service to a larger audience. The world is literally at your fingertips any time of the day or night. Today’s society is better informed than at any time in the past. The question is whether we are more enlightened.

Twenty years provides perspective. Although FEA has changed dramatically over the past twenty years, the tenets of our business remain constant. Our success depends entirely on how well we serve our clients. That level of service depends entirely on how much we care about what we do. Find purpose in what you do and you will do it well. That purpose will give you the ability to take advantage of technology without the distraction of information overload. I believe this was true in the past and will be true 20 years from now.”

Paul Swanson, Principal



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"In 1993, I'm not sure we would have predicted where FEA would go in 20 years. I don't think we are surprised that we have succeeded, because we have always been willing to work hard and put our clients first. Being named to the INC 500 list of the fastest growing private companies in the country in 1998 was validation that we were on the right path. We have always been willing to change to better serve our clients, and this has allowed us to grow and expand our service offerings.

Throughout these changes, two things have remained constant. One has been our constant striving to meet our clients' need with practical and cost-effective solutions. The other is that FEA's best attribute has always been its people. They are a group of incredibly bright and motivated people that have come together over the years and become like a family in many ways. And as with all families, we have celebrated our successes together and pulled together in rocky times. We are filled with pride at what the FEA family has achieved and all that we have accomplished with our clients.

The success of FEA over the last 20 years is certainly gratifying. The opportunity to share our knowledge with the industry and work with such a great family for so many years has been even more rewarding. I look forward to the future with the FEA family, and you, our clients."

Tom Larson, Principal