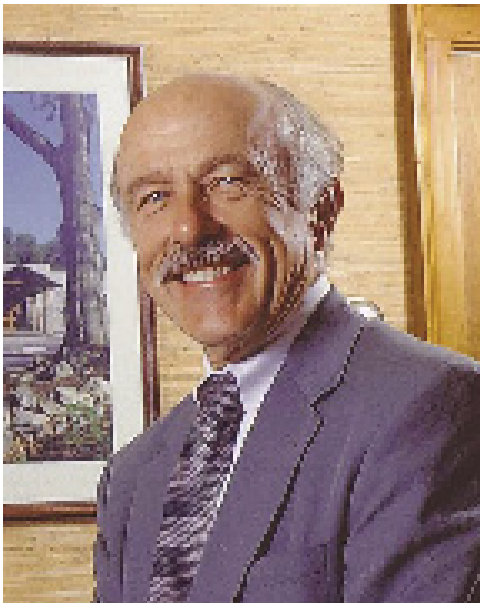


Real Estate Journal

THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER IN THE WORLD

Professional Profile: Laurence Ufford



Laurence Ufford, Trumbull-Nelson Construction Co., Inc.

Name: Laurence Ufford

Title: President

Company: Trumbull-Nelson Construction Company, Inc.

Location: 200 Lebanon Street, Hanover, NH 03755

Place of Birth: Claremont, NH

Family: Wife (Shelley) and 5 Children (Carolyn, Jay, Matthew, Christian, Alex)

College: Dartmouth College (BA), Columbia University (MBA)

First job unrelated to my current field: Dishwasher at YMCA Summer Camp on Lake Champlain (15 years old)

First job in current field: Summer laborer during high school for Trumbull-Nelson (17 years old).

What our firm does now, and plans for the future: Trumbull-Nelson is a construction management firm, providing construction services across a whole range of different types of work, from residential, institutional and commercial (schools, office buildings, manufacturing) to utility (sewage and water treatment facilities).

Future plans: Expand market area.

Hobbies: Hunting, fishing, traveling, gardening, yard work.

Favorite Novel: Huckleberry Finn

Favorite Film: Mister Smith Goes to Washington.

Favorite Website: Cabela's

Keys to Success: Hard work, honesty, respect for others, and a sense of humor.

Person(s) I most admire (outside of business): Franklin D. Roosevelt, Winston Churchill, Ronald Reagan.

If I had to choose a different profession, what would it be?: That's a tough one: I have always wanted to be a teacher or a farmer..