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Experience

**Owner / General Manager, True North Construction LLC**

Virginia Beach, VA | 2013 - Present

- Class A Licensed construction company. Prime contractor specializing in commercial & mixed used construction.
- Directly manage all aspects of owner relations/communication, design coordination, contracting, permitting, scheduling, logistics, cost control, inspections, trade subcontractors, payables/receivables & turnover.
- Projects range from Tennant Improvements to 30,000 sqft mixed use rebuild from cold shell of a historic building under National Historic Trust guidelines. All projects delivered on schedule & under budget.

**Project Director, Bonds Cay Development**

Berry Islands, Bahamas | 2011 - 2013

- \$20 million ground up residential development project.
- Managed civil design, approval, permitting & bidding process for 800-acre private island, sustainable, residential development project. Secured first government approvals for an alternate infrastructure system to the traditional main grid utility supply.
- Directed/managed subdivision approval through Nassau Board of Works, Bahamas Investment Board approval, Civil Aviation approvals & local Board of Works in Berry Islands.
- Sourced, contracted & managed survey / initial road installation with subcontractors & full time work force of 30.

**Construction Manager, Bakers Bay Golf & Ocean Club – Discovery Land Company**

Great Guana Cay, Bahamas | 2005 - 2011

- \$500 million ground up residential golf course community.
- Responsible for all phases of non-civil construction at an exclusive, private, residential waterfront golf community. Managed RFP process, bid management, contract negotiation, general & subcontractor management, responsible for quality control, scheduling, managed design process working with architects & land planners, owner representation through all aspects of construction from concept development to turnover, including FF&E installations. Hired team of 12 full time superintendents, project managers, staff & all related trade subcontractors involved in vertical construction. Perfect safety record.
- Bakers Landing: managed construction of a \$10 million self-sufficient off-grid 15 building compound with 9 residential units, spa, dining building, sales facility, commercial kitchen, outdoor pursuits area, beach front fitness pavilion. Controlled implementation of site work, construction of all structures, civil infrastructure, landscape & FF&E installation. Project delivered under budget & on schedule.
- Bakers Bay Club Amenity Structures: integral in concept design, bid management & construction of all Bakers Bay Club owned amenity buildings: The Conch Shack (marina raw bar), Village Market (2,000 sqft restaurant/deli, ice cream shop, & retail space), Club offices, Marina Sales office, Marina Village Pool.
- Telecommunications: responsible for design, construction & contract implementation of full fiber to the home network that delivers voice, data & video. Managed telecom consultants to develop RFP, controlled bid process with seven international IT vendors through contract award & network installation.
- Discovery Custom Management: founded & managed Construction Management division separate from Development to represent the owners in the design, bid, construction & delivery of private estate homes working directly with owners/architects/interior design firms. Completed 11,000 sqft home in 2011.
- Starfish Construction: formed & managed residential General Contracting Company early 2010 after being unable to get bids in line with budget/quality expectations. Completed 12

homes from 5,000 - 13,000 sqft under air. Mission statement to deliver large, custom, fast tracked homes on schedule, under budget & exceeding quality expectations by working closely with owners, design teams & interior finish group. Integrated Timberline cost accounting, project management systems. Created solution oriented approach to high finish level construction in remote environment by building non-traditional hybrid team to utilize locally available labor & materials blended with imported specialized trades achieving cost, quality, schedule goals & complete owner satisfaction.

#### **Owner, Guana Cay Realty**

Great Guana Cay, Bahamas | 2003 - 2005

- Opened 1st real estate office on Great Guana Cay – specialized in development property.
- Supplied clients construction assistance in addition to standard real estate services.
- Provided consulting services to Loyds of London to assist in recovery evaluations following 3 major hurricane events.

#### **General Manager, Dolphin Beach Resort & Subdivision**

Great Guana Cay, Bahamas | 1998 - 2005

- General manager of small resort development.
- Constructed 15,000 sqft of space, 2 restaurants, & 4 private homes.
- During management tenure Dolphin Beach was featured in Travel & Leisure, Caribbean Life & Coastal Living Magazine. The hotel was a Fodor's Choice property, & listed as one of the Bahamas Best Inns & Lodging in the Bahamas Travel Guide.
- Managed on site planning details for 150 acre residential subdivision including property sales. Designed & managed the hot mix asphalt paving of 3 miles of roads through the subdivision.
- Designed, built & managed Blue Water Grille: 60 seat full service waterfront bar & restaurant.

#### **General Manager, Seaspray Hotel & Marina**

Elbow Cay, Bahamas - 1996 - 1998

- General manager of Operations & Construction for hotel, restaurant & 65 slip marina.
- Managed \$2 million marina dredging, dock construction & restaurant expansion.

#### **Regional Sales Manager, Roto Frank of America**

Fredericksburg, Virginia | 1991 - 1996

- Managed full time sales professionals & manufacturers representatives for US division of a billion dollar German manufacturer in the construction industry.
- Responsible for sales in the United States east of the Mississippi, Canada & the Caribbean.

#### **Sales Representative, The Gemroi Company**

Fredericksburg, Virginia | 1989 - 1991

- Manufacturers' representative to the residential construction industry.

#### **Project Manager, North & Parker Construction**

Chestertown, Maryland | 1986 - 1989

- Niche construction company on the Eastern Shore of Maryland specializing in high end custom, residential construction & National Historic Trust preservation work.

#### Education

#### **Bachelor of Arts, University of Mary Washington**

Fredericksburg, VA | 1986

#### Certifications

- CPR
- FEMA ICS & HazMat (course work through EMT training)
- OSHA
- EPA Lead Paint Remodeler