

JERRY SULLIVAN

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SUMMARY OF EXPERIENCE: Qualified by management positions in site, infrastructure, building construction, and land development. Initial construction experience was obtained in construction of roads, streets, and highways, other infrastructure, public work projects, and extensive site preparation for commercial and subdivision projects. Held positions as senior estimator and senior superintendent. Recruited by large building contractor to estimate and coordinate all site work, and manage special building projects. Promoted to senior level estimating and project management of complete building projects including all interior work. Building expertise includes industrial, commercial, retail, municipal, high tech buildings, and hospital improvements. Responsibilities included estimating, negotiations, and daily detailed operations and overseeing superintendents for several concurrent projects large and small. Chief project manager in charge of design and build for commercial and residential projects. (Project list available upon request or at website).

Extensive experience in preconstruction- estimating and management of construction for development projects. Accomplished in representing developer-owners as manager of design and construction from concept to completion on turnkey projects. Responsibilities for hiring all design consultants, and contracting with general and subcontractors required for completed buildings, and development projects. Practiced in estimating, contract writing, trade specifications, and negotiating change orders. Seasoned in governmental relations, entitlements, permits, approvals, and public relations. Skilled in working with environmental groups, and public agencies at municipal, county, state and federal levels. Liaison with Federal departments of State, Commerce, and Transportation. Consulting assignments have included feasibility studies, conceptual estimates, detailed take-off and pricing of commercial site and building construction.

EDUCATION, EXTENDED COURSES OF STUDY, AND LICENSES

BS - San Jose State University - Engineering

Continued education in courses relating to general business management, project management, engineering, architecture, computer science and programs, computerized scheduling, estimating, interactive cost accounting. Spreadsheets, other computer programs applicable to construction work. "Jerry" has received extensive Real Estate studies including subjects pertaining to appraisals and evaluations, with emphasis on project funding. Additional studies included legal courses particularly in litigation avoidance, preparation of plans and specifications, CCRs and Design Guidelines, contract writing, and courses from surety companies. Jerry's expertise with estimate spreadsheet and financial programs promoted the development of a spreadsheet program for commercial investment and funding.

Licenses in the State of California: General Engineering Contractor (A), General Building Contractor (B)

DETAILED SUMMARY OF EMPLOYMENT

PRINCIPAL- PRESIDENT

JSCPM

1993- to present (www.jscpm.com)

JSCPM was formed by its principal, Jerry Sullivan, in 1993 as a construction and consulting company to contract for building projects and provide management estimating and management services to contractors and developers. JSCPM evolved into a consulting company and has provided full scope services for a variety of clients and projects. Jerry is the primary consultant. JSCPM assists clients engaged in a full range of general construction or land development by performing feasibility studies and evaluations, constructability reviews, developing pro-forma reports, and pre-construction services including detailed estimates. Clients included offshore companies, mainland contractors, and the previous employer, W.W. Dean

Jerry has consulted full time on a two-year assignment for a subsidiary surety company owned by Zurich international. Projects included taking over management of failed projects, preventing contractor defaults, and reviewing and checking detailed estimates of the projects being bonded and reviewing the specific management of company requesting bonding. Reviewed many construction estimates and companies in this assignment. When a contractor requesting bonding was low bidder placed emphasis on review and evaluation of profit projections of final estimate. Assignment also included take over management and supervision of the completion of a Veterans Hospital, and direct management of the completion of a troubled hanger and runway construction project at a major California airport. Prevented 6 major defaults by Bay Area contractors.

Jerry has provided management and inspection services to municipalities on underground construction projects. One of the projects was the review and management of the construction of a multi-million dollar energy upgrading at a central valley hospital project under **OSHPD** inspection. At this facility he also provided the PM and change order reviews of the upgrading of a separate medical clinic associated with the hospital. The hospital project also included the preconstruction planning and estimating of a multibillion dollar power plant. He recently provided the supervision and PM work required with the completion of an extensive up-grading of a large school project under inspection by the California **DSA**. This project required field estimating and management of underbid and missed subcontracted items of work. The project was 6 weeks behind schedule when he joined the project and he completed this \$ 3.5 million dollar project on time in 4 months without any penalties of delays considering legitimate time extensions

Present he is providing property feasibility evaluations and preconstruction bidding in another state and the investigations and estimating for various legal cases involving the cost of repair of construction defects or non-conforming construction.

SENIOR PROJECT MANAGER and VICE PRESIDENT OF LAND DEVELOPMENT

W.W.Dean and Associates 1987-1992

Construction Manager from 1989 to 1991 for a 700-acre planned commercial development including enclaves of residential dwellings. Managed \$65 million dollars of hillside improvements including all site work for 240 residential units, construction of fire station, school play field, all underground storm and sanitary drainage, dry utilities, expressway and private street improvements, landscaping, major retaining walls, and other permanent site structures. Assisted with the estimating of ongoing design and approvals for site and building issues. This hillside project involved extensive underground drainage including large diameter drainage pipes, tunneling 450 ft under a main highway, and the review of detailed estimating of the cost associated with multiple change orders involved with landslide repairs and unanticipated retaining walls which were added to meet the concerns of environmentalists due to surveying layout problems resulting from irregular layout of project.

MANAGER of DESIGN AND CONSTRUCTION and VICE PRESIDENT OF CONSTRUCTION OPERATIONS

Arroyo Development Corp. Inc. 1982-1987

Joined this land and commercial business park developer in 1982 in charge of design and construction. Responsible for the planning and preconstruction, and assistance with acquisition of funding followed by the construction management of commercial buildings including tenant improvements, and infrastructure for a 180 acre business park dedicated to high technology research and development. Concurrently, Project Manager for two other businesses parks, a 28-acre industrial park and a 300-acre research and technology park in Hawaii. Managed and provided estimates for all tenant improvements required in buildings constructed or purchased by Arroyo Development.

PROJECT MANAGER AND BUSINESS DEVELOPMENT Nicholson-Wilson 1981-1982 (a subsidiary of ABV of Sweden)

Jerry rejoined this General Engineering and Building Contractor in 1980. This company engaged in building industrial, commercial, retail, educational, and municipal buildings. Jerry's primary assignment was to manage business development. He was given additional supervision of an unusually difficult hillside condo project in San Francisco. He was assigned to manage the rehabilitation of historic structures on campus of The University of Santa Clara and worked directly with the President of the University.

PROJECT MANAGER AND ESTIMATOR

R.W. Taylor Construct Co. 1979 - 1981

Jerry joined this general building contractor in 1978. This company specialized in concrete commercial building shells and completes wood framing. He was responsible for estimating quantity take-off, pricing, and project management during construction. During these years, he also participated in business development for R. W. Taylor. Eventually he was recruited back to Nicholson-Wilson when offered a promotion by Bill Nicholson, the remaining partner of the former Nicholson-Brown Company.

PROJECT MANAGER

Nicholson-Brown Const. Co. 1973-1979

This company was a large General Engineering and Building Contractor (predecessor to Nicholson-Wilson). They recruited Jerry to manage negotiated and competitive projects. He prepared quantity estimates and negotiated final subcontracts for all trades. Established detailed codes for costs accounting used for weekly progress and cost reviews. Reviewed all change orders and invoices, was responsible for supervision of project superintendents, and for profit and loss. Reported directly to the president-owner.

OTHER EXPERIENCE IN ENGINEERING CONSTRUCTION

SENIOR ESTIMATOR AND SUPERINTENDENT

Perham Const. Co.

Perham Construction recruited Jerry. Perham's work was similar to the work of Sondgroth Brothers noted below. As senior estimator and superintendent, Jerry supervised 4 field crews. He also prepared competitive and negotiated quotations including all quantity take-off and pricing. He reported directly to the two owners, and continued to have regular contact with the Sondgroth Brothers, as they were close advisers to the Perham's.

ASSISTANT GENERAL SUPERINTENDENT

Freeman-Sondgroth

This key position was with a large engineering construction company, which was active in extensive site projects, highway construction, and other public work projects. Jerry was responsible for the field operations of nine superintendents on general contracts throughout the San Francisco Bay Area. As General Superintendent, he worked closely with estimating and cost control departments and was responsible for profit and loss. Jerry reported to both the Vice President and Owner. This company was formed as the result of a buy-out of the Sondgroth Brothers Company by a consortium of companies. The new company was called Freeman-Sondgroth Construction Co., and consisted of Freeman Paving, Kaiser Sand and Gravel, an asphalt supplier, and Raisch Construction company of San Jose. Only one of the five Sondgroth Brothers stayed with this company for any length of time.

ESTIMATOR AND AREA SUPERVISOR

Sondgroth Bros. Const.

The Sondgroth Bros. Construction Company was predecessor to the Freeman-Sondgroth Company. This general engineering contractor constructed roads, streets, high ways, subdivision site and infrastructure, municipal improvements, golf courses, and was a major supplier from two quarries and two asphalt plants. Jerry Sullivan joined this company from college. He was hired as estimator, and was soon promoted to Area Supervisor in charge of Construction of streets, highways, subdivisions, and grading for golf courses and other recreational sites and facilities. As supervisor, he managed seven superintendents in field operations, and reported directly to Tom Sondgroth, one of the five owners.

