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COMMERCIAL CONSTRUCTION & DESIGN MANAGEMENT PROFESSIONAL

Resourceful and Creative Executive, Leader and Teacher—Setting Direction, Developing Strategic Plans and Delivering Exceptional Performance

Approaching problems with a drive toward innovation and improvement
Consistently delivering superior preconstruction, design management, and experience
Inspiring the next generation to think critically, with insight, and to challenge the status quo

More than 25 years of combined experience in Design Phase Management, Pre-Construction, Estimating and Business Development across a variety of commercial projects to include: hospitals, research facilities, commercial and physician office buildings, sports facilities, hotels, federal government complexes, military compounds and planned living communities. Project range from \$250k boutique services to \$250M research laboratories.

Actively involved in designing courses, teaching, and mentoring the next generation of construction, design, and engineering professionals, while advancing the construction industry through the creation of models and processes to drive project team engagement and operational success.

Applying knowledge gathered in both domestic and international markets to benchmark preconstruction services.

PROFESSIONAL ENGAGEMENT AND LEADERSHIP

Adjunct Instructor for the University of Colorado Civil, Environmental, and Architectural program. Instructor of record for the Fall 2021 AREN 4506 – Preconstruction Estimating and Scheduling course.

Speaker, Panel Participant, Moderator, and Facilitator for Colorado Real Estate Journal Annual Meeting, the Denver Improving Capitol Projects Symposium, and the A³LC Industry Collaboration (Association of General Contractors, American Institute of Architects, American Council of Engineering Companies).

Guest Lecture, Course Presenter, and Mentor at the University of Denver Franklin L. Burns School of Real Estate and Construction Management Graduate Program, the University of Colorado (Denver) College of Engineering and Applied Science Graduate Program, and the University of Colorado (Boulder) School of Architectural Engineering. Designed and currently teach the following courses:

- Winning work through relationships
- Cultivating and maintaining personal professional & business to business relationships
- Estimate introduction and case studies
- Introduction of Unifomat – Masterformat
- Introduction to Target Value Budgeting and preconstruction budget management
- Mentor for CU Boulder AREN Sr. Design CEM
- What is Preconstruction? – A beginner's guide

Member of Academic Advisory Boards for the University of Colorado School of Architectural Engineering and University of Colorado | Denver College of Engineering and Applied Science Graduate Program (inactive).

Creator of an American Institute of Architecture Certified Course on Design Phase Budget Management and Target Value Budgeting presented to over 15 international and Colorado based architectural firms.

Continuing Professional Development activities include:

- Design Build Institute of America (DBIA) Certification, Regional and National Conferences
- Association of General Contractors Choosing by Advantage Course
- MC2 National Conferences

At the forefront of leading-edge technologies and industry wide improvements in the following areas:

- LEED and LEAN practices
- Conceptual Estimating
- Value Budgeting
- Alternative Delivery Methods
- DBIA Practices
- Risk and Cost Management

Technological proficiencies: Conceptual Estimating, 3-D Model Based Estimating, Self-Performed Concrete Estimating, MC2ICE, OST, iSqft, AgTek, Primavera, BID2WIN, DProfiler, Assemble Software, MS Office Suite, and WinEst

Additional leadership activities include Assistant Director of the Loveland Volunteer Ski Patrol, Certified Level I Avalanche Trainer, Outdoor Emergency Care Technician Instructor

Education at OKLAHOMA STATE UNIVERSITY, Stillwater Oklahoma, Bachelor of Science in Construction Management- 1996

RELEVANT WORK HISTORY

PRETTIG LTD. – Denver, Colorado

Owner and founder (December 2020 to Present)

Reacting to an industry need for training, teaching, developing, and practicing outstanding preconstruction services Prettig was created, focusing on two critical approaches to serve the ACE industry. The first focus is direct support to project teams, strategic planning for preconstruction business, and consulting. The second focus is on training and facilitation services.

Additional activities include:

- Development, creation, and recorded sessions of preconstruction focused training for the on-line platform *Construction-education.com*
- Developed an industry specific business development/ sales training module
- Supporting AEC membership organizations with preconstruction training plans

DPR CONSTRUCTION – Amsterdam, Netherlands

Director of Preconstruction (December 2018 to March 2020)

First dedicated leader of preconstruction services for the newly created DPR European office. Responsible for direct interface with US based teams to develop new process and systems for the European office. Developed and led the new preconstruction team.

Additional activities include:

- Created and developed a Design Phase Management track, enabling growth opportunities for sophisticated aspiring professionals
- Forecast project staffing needs and work with leadership team to plan accordingly
- Aligned workflow to allow the design phase and pre-construction process to include contracting and risk management
- Organized and led bidding efforts for new projects
- Liaised between all departments to create efficient processes
- Advised Information Technology department on requirements of a preconstruction team
- Supported a diverse international team for project pursuit and design, including marketing, contracting and risk, estimating, superintendent/ field and accounting

ADOLFSON & PETERSON CONSTRUCTION - Denver, Colorado

Design Phase Executive (January 2014 to December 2018)

First in the company, nationwide, to be promoted to this position. Responsible for building company image and driving enhanced presence in the community. Thoughtfully create win opportunities, resulting in over \$325M of work closed since joining AP. Create and led internal trainings to advance business acumen, pre-construction management skills, and leading external design phase project teams. Liaise directly with owners and consultants for the design phase and building process.

Additional activities include:

- Created and developed a Design Phase Management track, enabling growth opportunities for sophisticated aspiring professionals
- Manage a dedicated sales team covering all areas of business focus, directly responsible for higher education and commercial business development
- Developed myriad of reporting and monitoring templates to track performance, i.e., 30-60-90 tools, Dashboards and Project Execution Document
- Project phase development and schedule control
- Building project pro-forma, through complete budget picture including design and build through to occupancy/ usage and warrantee
- Led application of Target Value Budgeting for company
- Manage a diverse internal team for project pursuit and design, including marketing, contracting and risk, estimating, superintendent/ field and accounting
- Created an Intern development and mentoring program
- Drafted and led the implementation of a company standard Design Phase or Pre-Construction Services Agreement to ensure appropriate reimbursement of previously uncaptured services
- Forecast project staffing needs and work with leadership team to plan accordingly
- Realigned workflow to allow the design phase and pre-construction process to include contracting and risk management

M.A. MORTENSON COMPANY - Denver, Colorado

Chief Estimator (2012 to 2014)

Estimating Manager (2006 to 2012)

Drove departmental excellence to support aggressive corporate growth goals, overseeing a team which estimated approximately \$5B of project work annually. Set strategy for hiring, promotion and professional development of Estimating Department. Served on the Denver Leadership Team and the National Chief Estimator Leadership team, setting corporate wide direction and standards. Oversaw early margin forecasting for all Denver projects.

Managed 16 direct reports, ensuring all aspects of the project were appropriately analyzed and reviewed; set schedules for timely completion of estimate reviews. Trained and mentored new estimators, encouraging career development and growth. Coordinated joint venture projects as liaison between Mortenson and the Pre-Construction Departments of mechanical and electrical trade partners.

Additional activities:

- Creation of the preconstruction department, primary trainer, and software advisor for the Shanghai Operating Group, overseeing the launch of this strategic outpost
- Conducted cost index research to support corporate national index, a key driver for go/ no-go decisions on high-risk projects
- Formed and chaired the 1st Communication Committee, developing a formal reporting structure and training program
- Created a joint task force between the Communication and Subcontractors Committees to better serve primary audiences for each
- Evaluated and integrated new earthwork and model-based estimating software (AgTek, DProfiler, Assemble)
- Leader in subcontractor relationship management; created Annual Star Award Program
- Recipient of the Pinnacle and Exceptional Person Awards from the Vice President and General Manager

Pre-Construction Manager (2004 to 2006)

Responsibility for the entire pre-construction process, from conception of a project to the buyout of subcontractors. Led the process and interaction with design partners, to include scheduling, estimating and communication with project owners. Led LEAN research, development and implementation in the Pre-Construction Department.

Estimator II / Senior Estimator (2000 to 2004)

As Senior Estimator, developed and led an estimating team for projects ranging from \$250k to \$150M and with varying levels of complexity. Assisted project management team with planning, scheduling and budgeting for field operations. Developed, prepared and reviewed value analysis estimates. Monitored take-off, assessed risk and identified project opportunities as well as major areas for concentration of efforts. Prepared general conditions and schedule on projects. Prepared quantity survey of all building scopes of work, subcontractor pricing and self-perform concrete estimates.

NEXERA CONSTRUCTION – Colorado Springs, Colorado

Project Manager (1998 to 2000)

Responsible for the full life cycle of projects from estimating to close out. The company primary focus was on internally developed properties using a prefabricated metal building platform.

INTERNATIONAL CONSULTING ENTERPRISES – Colorado Springs, Colorado

Scheduler (1996 – 1998)

Analyzed critical path method schedules as they related to construction industry claims. The analysis work included as-planned vs. as-built, retrospective time impact, and collapsed as-built techniques.