

R. Brandon Forrest

5066 NW 96th Drive ♦ Coral Springs, FL 33076 ♦ (904) 545-0715 ♦ forrestrb@gmail.com

Profile

27 years of leadership experience in business management, operations, estimating, project management, business development, and contract management on roadway and structure projects ranging in value from under \$1 million to over \$175 million. Successful track record of proven experience in proposal preparation, strategic analysis, planning and scheduling work, dispute resolution, procurement, budgeting, development and management of operating procedures, risk management, performance analysis, and claim management.

Skills Summary

- ♦ Business Development
- ♦ Strategic Analysis
- ♦ Project Management
- ♦ Highly Organized
- ♦ Written Correspondence
- ♦ Estimating
- ♦ Budgeting
- ♦ Scheduling
- ♦ Dispute Resolution
- ♦ Leadership
- ♦ Financial Analysis
- ♦ Contract Negotiation
- ♦ Mentoring/Coaching
- ♦ Resource Allocation
- ♦ Performance Analysis/Evaluation

Professional Experience

Chief Operating Officer

Asphalt Group, Inc., a subsidiary of The De Moya Group, Inc..
Miami, FL

December 2015 – Present

- ♦ Profit and loss responsibility for family owned asphalt producer and installer.
- ♦ Completely rebuilt and instituted safety program reducing accidents dramatically and increasing employee engagement.
- ♦ Led all estimating, project management, and business development efforts.
- ♦ Instituted written policies and documentation for human resources, equipment inspection, daily crew reporting, and cost control.
- ♦ Established cost control system for tracking cost data of both manufacturing and installation operating units.

Operations Manager – Southeast Region

Balfour Beatty Infrastructure, Inc.
Jacksonville, FL

July 2013 – December 2015

- ♦ Profit and loss responsibility for Georgia and Florida territory totaling over \$120 million. Responsible for managing a team of over 200 professional and craft employees. Additional responsibilities include marketing, proposal development, estimating, preconstruction, planning, team building, and project execution. Projects include:
 - SR 540 Fall Line Freeway \$76 million
 - US 17 / SR 404 Over Back River \$16 million
 - SR 204 King George Blvd. \$27 million
- ♦ Served as estimating lead on a variety of DOT projects ranging from \$27 million to over \$175 million. Responsibilities include managing a team of estimators preparing complex estimates for all scopes of work, analyze drawings and specifications, review contractual terms and conditions, assemble accurate and well organized estimates, provide clear detailed quantity take offs, organize sub-contractors quotations, negotiate to insure quotes meet contract documents, complete budgeting and scheduling for project bids.
 - US17, Wilmington Bypass \$124 million
 - SR 204 King George Blvd. \$27 million
 - Winston Salem Northern Beltway \$179 million
- ♦ Developed business plan for BBII's expansion into Florida. Business plan included strategy for overcoming state law that prohibited BBII from bidding FDOT hard bid projects because the company also owned engineering firm Parsons Brinckerhoff. Strategy included petitioning, and ultimately gaining the support of, FDOT in convincing the Florida Legislature to change the prohibitive law. The strategy was successful and Balfour Beatty's first FDOT bid since the 90's was submitted in May of 2015.

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Vice President/Chief Estimator

Petticoat-Schmitt Civil Contractors, Inc.

Jacksonville, FL

June 2012 – July 2013

- ◆ Responsible for business development and project selection for regional heavy civil contractor with an emphasis on Florida Department of Transportation, local municipalities, private developers, and general contractors.
- ◆ Oversight and direction of estimating department including final review of all bid preparation and proposals.
- ◆ Specific Achievements
 - Completely revamped the policies and procedures of the estimating department in an effort to streamline the estimating process and increase bidding volume. Bid volume for Q1 of 2013 was up 78% over the same period in 2012.
 - Developed and instituted a marketing plan and contact tracking system that involved some level of participation from every management employee.

Vice President - Florida

R. B. Baker Construction, Inc.

St. Augustine, FL

August 2001 – June 2011

- ◆ Profit and loss responsibility for \$60 million division of \$150 million southeastern heavy civil contractor. I was initially hired in 2001 as Estimating Manager/Chief Estimator and promoted to Vice President – Florida in 2004.
- ◆ Strategic planning and business development with an emphasis on private developers, general contractors, landfill operators, ports, U.S. Army Corps of Engineers, municipalities throughout Florida, and the Florida Department of Transportation.
- ◆ Managed a staff of project managers and project engineers charged with project deliverables as related to budget and scope of work. Budget set up and review for new projects as well as monthly cost review, cash flow, and forecast projections for current projects. This included design consultation, project start up, construction activities, project closeout, and documentation.
- ◆ Direction of cost estimating staff and final review of all bid preparation and proposal submittals.
- ◆ Oversight of contract management staff including review, negotiation, and execution of prime contracts, sub-contracts, purchase orders, and contract dispute resolution.
- ◆ Resource allocation and coordination of field operations through staff of Project Managers, Project Engineers, General Superintendent, and Project Superintendents.
- ◆ Oversight of Safety Council, Safety Director, and related activities.
- ◆ Specific Achievements
 - Developed and successfully executed a growth plan for the division that increased revenues from approximately \$12 million per year in 2004 to over \$60 million in 2007. Profitability did not suffer due to growth; rather it consistently increased at a rate higher than gross revenue.
 - Developed and successfully executed company's expansion plan into the Florida panhandle. Specifically sought out and developed enough business to allow for the expansion. Establishing the panhandle division subsequently allowed the company to expand our market area into Alabama, Texas, and Mississippi.

Chief Estimator

Triangle Grading and Paving

Burlington, North Carolina

March, 2001 – August, 2001

- ◆ Responsible for business development and project selection for \$50 million heavy civil contractor with an emphasis on large earthwork projects, North Carolina Department of Transportation, local municipalities, private developers, general contractors, and granite quarries.
- ◆ Oversight and direction of estimating department including final review of all bid preparation and proposals.
- ◆ Coordination of contract administration staff including prime contract review and negotiation, sub-contract and purchase order review, and contract dispute resolution.
- ◆ Specific Achievements

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- Completely revamped estimating department including establishment of policies and procedures, hired new estimating staff, and aligned contract administration with estimating.
- Focused project selection in an effort to target projects better suited to the strengths of the company.

Land Development Manager/Staff Engineer Stonehouse Development Company, LLC. Williamsburg, VA July, 2000 – March, 2001

- ◆ Responsible for land planning and development of 5700 acre mixed use community.
- ◆ Conference and design approval with consulting engineers, land planners, and architects.
- ◆ Coordination of municipal and Virginia Department of Transportation approval and permitting processes.
- ◆ Coordination of bid process and contract negotiations with vendors and sub-contractors.
- ◆ Project management and field supervision of all on-going horizontal and vertical construction projects.

Chief Estimator C. A. Barrs Contractor, Inc. Yorktown, VA March, 1999 – July, 2000

- ◆ Responsible for business development and project selection with an emphasis on mid-sized commercial projects, local municipalities, Virginia Department of Transportation, and private developers for \$15 million site work and utility contractor.
- ◆ Oversight and direction of estimating department to include final review of all bid preparation and proposal submittals.
- ◆ Coordination of contract administration staff including prime contract review and negotiation, sub-contract and purchase order review, and contract dispute resolution.
- ◆ Specific Achievements
 - Successfully awarded company's first high profile municipal project – construction of the Yorktown Riverwalk.
 - Organized and established protocol for estimating and contract administration department.

President/Vice President/Owner Perdue Contractors, Inc. / R. B. Forrest Contractor, Inc. Poquoson, VA June, 1990 – March, 1999

- ◆ Responsible for day to day operation of \$6 million family-owned site work and utility company.
- ◆ Direct supervision of estimating, contract administration, and accounting functions.
- ◆ Project management and field coordination of all projects and over 70 employees.
- ◆ Specific Achievements
 - Responsibly grew company revenues from less than \$1 million in 1990 to a high of \$6 million while maintaining profitability.
 - Opened new avenues of work by successfully securing bonding capacity in excess of three times gross revenue.
 - Sold the company in 1999.

Education

University of Florida – Warrington College of Business Administration
Bachelor of Science in Business Administration
GPA: 3.43/4.0

Professional Licensure

Florida Certified General Contractor – CGC1519398
Florida Certified Underground Utility and Excavation Contractor - CUC1224756
Dispute Resolution Board Foundation - DRB Administration and Practice

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OSHA 30 Hour

Community/Professional Organizations

Georgia Highway Contractors Association – Executive Development Program

Design Build Institute of America - Member, Steering Committee, Northeast Florida Chapter

Jacksonville Chamber of Commerce Business Development Committee

Jacksonville Chamber of Commerce Military Affairs Committee