

SHARLENE FRANCOIS



SUMMARY OF QUALIFICATIONS

Qualified by thirteen years in engineering with an MBA in management, Ms. Francois offers a recognized record of enthusiastic leadership capabilities as a team player with excellent interpersonal and organizational sensitivity; outstanding communications, negotiation, analytical, and problem solving skills dealing with individuals at all levels. She is a seasoned pro recognized for analyzing organizational needs, developing and implementing action plans, managing projects through to completion and leading quality teams.

PROFESSIONAL EXPERIENCE

QUEST CORPORATION OF AMERICA, INC. - TAMPA, FL (1995 - Present)

Quest Corporation is a consulting engineering firm specializing in the transportation industry. The firm's focus is serving the construction engineering & inspections needs and the design build needs of Florida. The company provides engineering, construction support, partnering facilitation and public involvement services. Sharlene Francois is owner/president of the organization. She is personally associated with projects such as US192 (D-5); US17 (D-1); US19/Drew St (D-7); and US19/Toucan Rd. (D-7).

TBE GROUP, INC. - CLEARWAER, FL (1995-1998)

TBE is a professional firm with 20 offices nationwide and annual revenues of \$24 million specializing in planning, civil engineering, transportation, environmental, site development, right of way support, utility engineering and construction engineering. Ms. Francois served in a dual role as TBE's National Director of Sales and Program Manager for their Construction Engineering and Inspection (CEI) Division. Ms. Francois assigned leadership of the CEI services business line, with responsibility for establishing TBE's prominence in the public marketplace specifically with the Florida DOT. She directly supervised six staff, numerous specialty consultants, project subconsultants and three CEI Project Teams on major bridge and roadway projects in the state.

GLE ASSOCIATES, INC. - TAMPA, FL (1991-1995)

GLE is an architectural, engineering and environmental consulting firm specializing in facilities management, environmental engineering, asbestos consulting and indoor air quality with revenues of \$5 million. Ms. Francois was responsible for all start-up, administrative, and financial management of new business in Florida. She was also responsible negotiations and contract administration. Ms. Francois was personally associated with asbestos consulting and abatement on roadway facilities for Florida D.O.T. right of way projects.

ATLANTA TESTING & ENGINEERING - TAMPA, FL (1988-1991)

AT&E is a professional engineering firm with 300 associates in the southeast providing geotechnical materials testing/inspection and environmental services to the public and private sectors. Ms. Francois was the singular point of contact for AT&E's Tampa Operation. She served as an interface between Senior Project Managers and the Profit Center Managers to ensure viability of resources, advanced corporate management, and client satisfaction.

3837 Northdale Boulevard, Suite 242

Tampa, Florida 33624

Phone: (813) 962-6729

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Email: qcainc@ix.netcom.com



LAW ENGINEERING COMPANY – TAMPA, FL (1986-1988)

Law Engineering & Environmental Services (presently LAWGIBB) is an international firm serving clients that range from national developers, manufacturers and financial firms to local government, property owners and business. Ms. Francois was responsible for coordinating and managing strategies for seven offices throughout Florida.

EDUCATION AND PROFESSIONAL DEVELOPMENT

FLORIDA DEPARTMENT OF TRANSPORTATION (1996-1997)

Excellence & Quality in Project Management:

A Program for Production Enhancement

Complete FDOT's four modules for Roadway Design/Structures Design.

Traffic Control Plans Design, Contract Estimating and Design Specifications.

UNIVERSITY OF SOUTH FLORIDA – TAMPA, FL

MBA, Management (1994)

Bachelor of Arts; Business (1986)

FLORIDA STATE UNIVERSITY – TALLAHASSEE, FL

A.A., English / Liberal Arts (1984)

THE GREATER TAMPA CHAMBER OF COMMERCE – TAMPA, FL

Leadership Tampa, (Class of 1995)

PROFESSIONAL AFFILIATIONS

The Greater Tampa Chamber of Commerce - Member

Florida Engineering Society – Member / Math Counts Committee

Florida Institute of Consulting Engineers - Member / Government Affairs Committee

Florida Transportation Builder's Association - Member

International Council of Shopping Centers - Member

National Association of Industrial & Office Parks - Former Board Member

COMMUNITY INVOLVEMENT

Hillsborough County School Board, School Enrichment Resource Volunteers

- *1996 Award for Gratitude for time, knowledge and inspiration shared with students.*
- *Active volunteer for public speaking assignment on career and life choices.*

University of Tampa

- *Member, Board of Counselor (mentors), Class of 1993-94*

Boys & Girls Club of Tampa

- *Former Board Member*
- *Active committee member dealing with projects related to career exploration, drug/alcohol abuse, fund raising, and outreach programs.*

American Cancer Society

- *Active member and successful fundraiser who has personally collected \$100,000 during annual campaigns.*

Kiwanis International

- *Member*

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Duval County Public Schools

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MISSION

*The Duval County
School System
is committed to
providing quality
educational opportunities
which will inspire
all students
to become productive
and successful learners.*

— Adopted December 5, 1995

April 4, 1998

Ms. Charlene Francois
16126 Country Crossing Drive
Tampa, Florida 33624

Re: Recommendation for Charlene Francois

To Whom It May Concern:

It has come to my attention that Ms. Charlene Francois is an applicant for a position within your firm. The purpose of this letter is to serve as a recommendation for Ms. Francois.

As Director of Maintenance Planning and Construction, I have known Ms. Francois in a professional capacity since 1989. Since then, we have worked together on many technical projects and contractual and administrative matters.

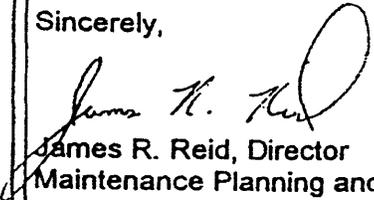
I have found Ms. Francois to be highly organized and technically competent. In technical areas that were outside of her education or experience, Ms. Francois would take the time to study in order to gain an understanding of the problems, processes and solutions. In many of these cases, Ms. Francois would actually become a self taught consultant.

From both a contractual and administrative standpoint, Ms. Francois is extremely organized and possesses the leadership skills necessary to administer large scale complex projects. Her outstanding people skills have helped me deal with many sensitive issues involving the public.

Ms. Francois, in my opinion, is very capable of assuming any position within an organization.

In today's competitive market, I have found it extremely difficult in the selection of technically competent firms. I can honestly say that the addition of Charlene Francois to a firm's staff could do nothing less than enhance their chances of being chosen as a consultant.

Sincerely,


James R. Reid, Director
Maintenance Planning and Construction

JRR:jjg



April 6, 1998

RE: Letter of Recommendation - Sharlene Francois

To whom it may concern:

Having known Sharlene Francois professionally for almost a decade, we are familiar with her career and her personal attributes. Sharlene has been immensely successful in all of her professional ventures. The key to this success has been her approach to problem-solving. She has the ability to identify a challenge; analyze the strengths, weaknesses and opportunities available; develop a strategic plan for successfully tackling the challenge; and implementing the plan and motivating other team players, reaching the ultimate goal. This basic management model can be applied to almost any scenario. To date, Sharlene has implemented plans for business development, delivery of quality professional service, project performance and improvement of group performance.

Sharlene's personal traits have also been instrumental in her success. She is extremely hard-working, dedicated and professional. While implementing a particular strategic plan, she is tireless in her pursuit of the goal. Her people skills help her assemble effective teams and motivate them for peak performance.

Sharlene's gifts are many and a unique combination in our business. We believe she is capable of management of an engineering operation based on her management style and successes, knowledge of human behavior and group dynamics and her experience in the business of consulting engineering. We hope that she finds an organization that is able to recognize her talents and capitalize on her abilities.

If you have any questions at all, please do not hesitate to call any of us.

Sincerely,
Bayside Engineering, Inc.

A handwritten signature in cursive script, appearing to read "K B DeBosier".

Kimberlee B. DeBosier, P.E.
President

A handwritten signature in cursive script, appearing to read "Robert E. Dvorak III".

Robert E. Dvorak III, P.E.
Vice President

A handwritten signature in cursive script, appearing to read "Darlene J. Shuman".

Darlene J. Shuman, P.E.
Vice President



TAMPA BAY ENGINEERING, INC. A TBE GROUP COMPANY

April 2, 1998

**RE: Letter of Reference
Sharlene Francois**

I am writing this Letter of Reference on behalf of Sharlene Francois. My association with Sharlene began when I was with the Florida Department of Transportation. I was one of her clients on various projects throughout the District, and she immediately impressed me with her sincere concern over project issues and client commitment. In April of 1996, I joined Tampa Bay Engineering, Inc., to manage the company's Construction Engineering and Inspection Group. Sharlene was instrumental in the management of the Group prior to my arrival and during the transition that followed. Her proactive approach and attention to problem resolution was key to maintaining our growth and client satisfaction.

Sharlene has the integrity, knowledge and experience to successfully manage a large organization. Her ability to produce and follow through with a business plan along with developing key client relationships is outstanding.

Please feel free to contact me at (813) 531-3505 if you would like additional information.

Sincerely,

Tampa Bay Engineering, Inc.

***Lance D. Lairscey
Vice President***