

## DON VANCE

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### Objective

To continue a successful career in the civil and heavy highway construction industry, utilizing the education and experience attained in various levels of senior management over the past thirty-five years.

### Experience

August 2007 – May 2010  
Ripa & Associates, LLC

Tampa, Florida

#### Director of Public Works Operations

- • Developed a new division in the public sector of competitive bidding state and municipal projects for a company well established in subdivision, commercial and private markets.
- • Pre-qualified the company with FDOT, Hillsborough County, Pinellas County, Pasco County, Polk County, City of Clearwater and other municipalities. Introduce new ideas to promote the addition of this new sector with regards to budgets, job costing, traffic control and scheduling.

January 2002 – July 2007

Terra Construction Group, Inc. / Central Florida Excavating & Fill  
Dirt, Inc. Largo, St. Petersburg, Plant City & Jupiter, Florida

#### Chief Operations Officer

- • Started a new division in the public sector of competitive bidding state and municipal projects for a company well established in the commercial and private markets.
- • Initiated new programs to provide safety, budgets, job costing, and scheduling.
- • Evaluating projects and implementing cost saving procedures.

August 1997 – December 2001  
ZiCorp Constructors, LLC

St. Petersburg, Florida

President / Partner

- • Started a new company specializing in heavy highway construction in the public sector of competitive bidding state and municipal projects.
- • Successfully completed all projects within predetermined budgets and time constraints both as a prime contractor and subcontractor.
- • Established strong working relationships with project engineers, owners and prime contractors.

October 1986 – August 1997  
Overstreet Paving Company

Largo, Florida

Chief Estimator / Contract Administrator

- • Successfully bid and managed numerous projects for the Florida Department of Transportation, Pinellas, Pasco, Hillsborough, and Hernando counties, as well as local municipalities within these jurisdictions.
- • Instrumental in increasing annual sales from \$16 - \$18 Million to \$45 - \$50 Million over the length of employment.
- • Implemented several new programs, which allowed better job cost tracking, scheduling, traffic control and safety, and cost saving procedures.

July 1984 – August 1986  
Fafard Construction

Framingham, Massachusetts

Field Engineer / Project Manager

- • Project Manager for several multi-million dollar commercial developments.
- • Chief of Parties for survey crews. Introduced electronic survey methods and digitized computer quantity take-offs for estimating.
- • Developed employee evaluation and grading system.

February 1982 – June 1984  
Sanco Engineering

Houston, Texas

Special Projects Engineer

- • Field Project Manager for 37 miles of Interstate 10 reconstruction through Houston.
- • Field and Office Project Manager for the inspection, evaluation and improvements to the waste water collection and processing systems and potable water distribution systems for the City of Eagle Lake, Texas.

Education

Erie County Technical Institute

Buffalo, New York

- • Successfully completed courses in civil design, surveying and mapping.

Continued Education

- • Construction Lien Laws – Contractors School of Continuing Education
- • Work Site Competent Person Training – Underground Utility Contractors of Florida
- • Work Site Confined Space Training – Underground Utility Contractors of Florida
- • Work Site Traffic Safety Supervisor – American Traffic Safety Supervisors Association 1990 – Present
- • Florida Advanced Work Site Traffic Safety Supervisor - American Traffic Safety Supervisors Association through 2014
- • CTQP Construction Management Academy – Florida Department of Transportation Quality Control Program
- • CTQP Quality Control Manager, Earthwork Level I & II
- • EPA Storm Water Management
- • Dispute Review Board Foundation – Intro to DRB's Workshop

License

Florida Department of Professional Regulations

- Certified Underground Utility and Excavation Contractor

### Affiliations

- Suncoast Utility Contractors Association 1988 – 2010
- Executive Board 1992 – 1996
  - Chairman 1996 – 1997
- Underground Utility Contractors of Florida 1988 – 2010
- Florida Transportation Builders Association 1990 – Present
- FTBA/FDOT Joint Committee Member

### Awards

FTBA/FDOT “*Outstanding Partner of the Year Award*” for State Road 580 east of Eastlake Road project.

Suncoast Utility Contractors Association “*Contractor of the Year*” 1995 & 2000

Suncoast Utility Contractors Association “*Underground Club*”