

BRUCE A. MESSINA
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PROFESSIONAL OBJECTIVE

A challenging senior management position where I can contribute to the success of the organization through the use of effective management and marketing styles, demonstrated leadership skills, a strong technical background and proven cost-control methods.

EXPERIENCE:

4/11 – Present Project Executive - Holt Construction Co, Pearl River, NY

Project Executive for Holt Construction responsible for the New Jersey Business Unit managing project managers, superintendents and associated staff. Responsible for all aspects of construction including estimating overview, budget establishment, subcontractor buyouts, project setup, scheduling, phasing and execution.

Markets included Healthcare, Aviation, Retail, Pharmaceutical and Industrial. Representative clients and projects:

Atlantic Health System (AHS):

- Overlook Hospital Rooftop Helipad, Summit NJ \$5M
- Morristown Medical (PSE&G Energy Efficiency Upgrades) \$12M
- Morristown Medical Gagnon Garage \$8M
- Atlantic Rehabilitation Institute, Madison NJ \$24M

Hackensack Meridian Health/Palisades

- Palisades Medical (PSE&G Energy Efficiency Upgrades) \$5M

United Airlines EWR Newark Liberty Airport

- Terminal C Expansion and In-Line Baggage Conveyor Upgrades \$105M

Pfizer Pharmaceuticals

- Pearl River, NY 85,000 SF laboratory, office renovation/fit-out \$6M

3/07- 4/11 Senior Project Manager – Sordoni Construction, Bedminster, NJ

Senior Project Manager at **Pfizer Pharmaceutical Company** in Pearl River, NY managing a \$10M fast track project involving multi-building/laboratory upgrades and fit out. Challenges included phasing all work in occupied spaces while maintaining research and development operations..

Senior Project Manager at **Hoffman-LaRoche Pharmaceutical Company** in Nutley, NJ. This \$8M project involved fast track, multi-building/laboratory upgrades and fit out as well as developing a new Credit Union space.

Senior Project Manager (night shift) at **Ikea** in Elizabeth, NJ overseeing a \$30M project renovation of 250,000 sf of retail space. The work was phased so as to maintain all sales operations throughout the course of construction. The project included the complete interior renovation, expansion of existing sales spaces as well as a complete overhaul of the buildings mechanical, electrical, fire alarm, fire protection, BAS and BMS systems.

- Letter of Appreciation received from Proponent Federal Credit Union
- Letter of Appreciation from Hoffman-LaRoche.
- Letter of Appreciation from IKEA

7/01-3/07 Senior Project Manager/Project Executive – Gilbane Building Company, Lawrenceville, N.J.

Senior Project Manager/Project Executive for Gilbane on projects including the **FedEx Terminal Expansion** project in Woodbridge, New Jersey. This \$15M fast track expansion (30,000sf) and renovation (25,000sf), project required maintaining 100% of the owner's operations and presented challenges that included existing environmental and explosive ordinance issues.

Senior Project Manager/Project Executive for the **Deutsche Bank Demolition Project** at 130 Liberty Street, New York, NY (\$100 M) owned by the Lower Manhattan Development Corporation (LMDC). Project responsibilities included the complete environmental abatement, dismantling and disposal of this 42-story facility while maintaining community affairs, and serving as the chief liaison to the Governors (NY) office as well the Mayor's (NYC) office.

- Relocated operations to a permanent Manhattan address for Gilbane Corporate. (2 Rector Street, NYC)
- Pursued Business Development in Manhattan and Northern New Jersey through trade councils, business groups and political organizations.

Senior level Project Manager of multiple projects (\$32M) at **Rutgers University**, New Brunswick NJ campus, overseeing a staff of 22 employees through design, pre-construction and construction stages. Managed a comparable project for **Fleet Bank** while renovating 96 branches throughout New Jersey and Connecticut in a four-month time frame. Responsible for all project aspects from feasibility studies and user needs to construction, commissioning and turnover.

8/95-7/01 Director of Project Management/Vice President - Kenmar Construction, Inc., Bloomfield, N.J.

Hired as senior level executive of a **\$15 million** general contracting firm, responsible for overseeing all construction activities, supervising project managers and superintendents, managing an estimating staff, and developing and implementing new marketing strategies. Our contracts spanned across the commercial, industrial and public markets in New Jersey.

2/93 - 8/95 Project Manager/Marketing Rep. Conti Construction, S. Plainfield, N.J.

Senior level executive of a **\$150 million** sitework and remediation contractor responsible for the design, development and implementation of a new general contracting division. Directly responsible for the development of a marketing strategy focused on general contracting. Initiated and controlled the design/build projects within this venture.

1/81-2/93 Olsen & Lawson, Inc., Randolph, N.J.

2/85-2/93 Project Manager responsible for numerous construction contracts in concrete, general construction, design/build and construction management. Directed projects ranging from \$100,000 to \$25 million in contract value.

1/81-2/85 As Field Superintendent I supervised the daily activities of trade union personnel and subcontractors on various general construction and concrete projects. Assessed user requirements, estimated projects, developed work schedules and monitored project costs vs. budgets.

7/78-1/81 Project Engineer - Frank Briscoe, Inc., Roseland, N.J.

Accountable for project estimating, material procurement, vendor and subcontractor management, shop drawing approvals and change order processing for a \$135 million general contractor.

GENERAL ACCOMPLISHMENTS:

- Consistently directed projects ahead of schedule and under budget, while delivering the highest degree of quality and client satisfaction.
- Increased profit margins beyond original projections on approximately 75% of all projects managed.
- Achieved a high level of repeat business by building strong client relationships and support.
- Initiated and facilitated weekly project/office management and quarterly superintendent meetings, to collectively address and resolve job-site and employee relation's problems.
- Designed and installed a comprehensive in-house Total Quality Management (TQM) Program that promoted a team approach between clients, architects, engineers and contractors. The program significantly improved contractor/client relationships and the overall quality of each project.
- Managed staff sizes from 3 to 110 union/non-union personnel and subcontractors in the areas of: sales, procurement, estimating, planning, scheduling, budgeting and design.
- Reduced lost-time accidents and improved Workers Compensation modifier by establishing jobsite safety programs.
- Conducted trade union negotiations within the company's financial objectives that resulted in good working relations and a "win-win" operating environment

EDUCATION:

B.S., Civil Engineering - New Jersey Institute of Technology, Newark, N.J., Graduated Magna Cum Laude.

PROFESSIONAL LICENSES:

Professional Engineer, States of New Jersey and Pennsylvania
Professional Planner, State of New Jersey
Licensed NJDEP UST (underground storage tank) installation/closure
OSHA 40 Hour Hazwoper Safety Training
OSHA 10 Hour Construction Health & Safety
OSHA Asbestos Awareness Training
ICRA Trained

PROFESSIONAL ASSOCIATIONS & POSITIONS:

CRTNJ Construction Roundtable New Jersey current Board Member
User's Council, Builders Contractor's Association of New Jersey
Liaison Committee, Builders Contractor's Association of New Jersey
American Society of Civil Engineers
Trustee, Mason Local #37, Pension & Welfare Funds
Young Executives Council of Builder's Contractors Association of New Jersey
Treasurer, Business Association of Sussex County, New Jersey
Member, Regional Business Partnership Northeastern, New Jersey
Member, Construction Contractors Association of Hudson Valley, New York

PROFESSIONAL AWARDS:

Four-time winner of the American Concrete Institute's Grand Award; recognizing excellence in foundation, structural and architectural innovation, design and quality.
US Government Security Clearance.

EXCELLENT PERSONAL AND PROFESSIONAL REFERENCES AVAILABLE