

ROBERT W. TAYLOR

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CONSTRUCTION BACKGROUND

AADVANCED INSPECTIONS, INC. - Plano, Texas

2/97 - Present

General Manager / Inspector

- Grew AAdvanced into a three-person operation with six-figure revenues, weathering an influx of former technology-sector employees into the inspection business which more than quadrupled competition in the D/FW area.
- Implemented an aggressive marketing program which included periodic educational seminars to realtor groups of up to 40 as well as flyers and mail-outs.
- Pioneered automated inspection reporting in the D/FW market; developed a menu-oriented template mirroring the state form, combining the inspection process with report generation, thus enabling instantaneous delivery of final report to client, in a more professional, easy to read format.

PLANO HOME INSPECTION, INC & ADVAN INSPECTION, INC. - COLLIN COUNTY

1/94 – 2/97

Inspector Apprentice

Plano Home Inspections, Inc. from 94 to 95 while earning a Texas inspection license #3619. Joined Advan Inspections Inc. in order to re-start and grow the lapsed inspection business; founded Aadvanced, Inc. 1997.

RICHARD F. CRAWFORD COMPANY, INC. - Costa Mesa, California

2/89 - 12/93

Partner/Manager

Recruited by the president of this Orange County-area high-end custom home construction firm. Played a key role in dramatic increase in both job estimating accuracy and profitability.

- Managed multiple construction of projects, ranging from \$300,000 to \$1.8M, from estimations through final punch-out, to on-time and on-budget completion.
- Significantly improved planning/efficiency and profitability through automating and streamlining processes; for example, developed automated Excel spreadsheets , (featured in *Macintosh Aided Design Magazine* and the *Macintosh Construction Forum*) generating finished project bid summary, worksheets for job and accounting, profit projections and client summary. Result: significantly increased job estimating accuracy and profitability.
- In house I designed the bid room, checked plans in/out for subcontractors, compiled and organized all bids, analyzed bids and wrote all subcontract agreements.

ROGER PETER PORTER DEVELOPMENT, INC. - Long Beach, California

3/87 - 10/88

Project Manager / V.P. Operations

Charged with optimizing planning, P&L control and new business development for a firm that operates in architecture, construction and development.

- Developed, implemented and administered a pioneering project management application which improved cost control and reporting, subcontractor performance and cash flow analysis.
- Managed numerous projects ranging up to \$2.5 million each, from contract negotiation phase forward, to on-time and profitable completion, for clients from Shell Oil and Big 5 Sporting Goods (a west coast chain) to four-story apartment projects.
- Authored the company's first operations manuals on such subjects as project supervision, job scheduling/tracking, and safety. Posted Gantt charts at all jobsite offices to aid job superintendents to organize, control and fast track construction progress.

ROGER PETER PORTER DEVELOPMENT - *continued*

- In house I designed the bid room, checked plans in/out for subcontractors, compiled and organized all bids, analyzed bids and wrote all subcontract agreements, created computer generated Gantt charts detailing daily work and job flow.

Bottom line: Increased net profitability by 48% while leading new business development efforts to winning 40% of all projects bid on.

BYCOR CONSTRUCTION CO. - San Diego, California

2/85 - 2/87

New Business Development Manager/Project Manager

Recruited by V.P. Operations to spearhead an aggressive new business development program for this commercial contractor specializing in retail tenant improvement projects.

- Developed and implemented a successful marketing program focusing on cold-calls and re-contacting clients to build trust, as well as quality marketing literature and the establishment of a comprehensive marketing database/calendar.
- Managed ten employees and numerous subcontractors on projects for clients such as Home Depot and Orange County's La Mancha Shopping Center.

TAYLOR CONSTRUCTION - Pasadena/San Diego, California

1/80 - 1/85

General Manager

Founded a residential construction business specializing in custom home renovations and remodeling ranging up to \$500,000.

- Due to quality work and the ability to meet deadlines, I was hired on a contract basis by residential developers in the Southern California area, including Coastal Developers and The Wyer Corporation

PREVIOUS: Three years as a framing contractor and superintendent in the Los Angeles area.

LICENSURE

- General Contractors License 394623, State of California.
- Real Estate Inspector Professional License 3619, State of Texas.
- Structural Pest Control License 37637 T, State of Texas.

EDUCATION & PROFESSIONAL DEVELOPMENT

- Courses in Construction Finance, Construction Operations and Multiple-Unit Development, University of California/Irvine.
- Construction Applications Seminars, The Design Build Institute and Apple Computer.
- Numerous software courses via Collin County Community College.
- Advanced Excel, File Maker, Adobe Illustrator, Advanced PageMaker, Windows, etc. via New Horizons Learning Center.
- Courses in computer aided CPM critical path methodology, via Micro Planner Corp. San Francisco.

~ *References: See Attached* ~

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Professional References

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