

David H. Scott

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EXECUTIVE SUMMARY

Decisive business leader and veteran of the construction industry with a valuable depth of experience in strategic and tactical business planning, project leadership, and operations and team management. At ease with high-profile assignments that require broad-based management skills, independent judgment, accountability, and business savvy—combine the *passion* of an entrepreneur with the *discipline* of an experienced business executive. Career is marked by significant company growth, technical expertise, and an inherent ability to identify and capitalize on new business opportunities. Consistently exhibit performance standards and uncompromising ethical principles that exemplify leadership qualities and professionalism.

Areas of Expertise

Business Start-up • Sales & Marketing • Relationship Building • Financial Management
Estimating • Project Development • Construction Methods & Tools • Subcontractor Relations
Team Leadership • Organization & Attention to Detail • Technology

CAREER HIGHLIGHTS

- ❖ Among a select group of businesses certified as SDVOSB Level I and Level II DOD/VA Federal Contractors in the United States.
- ❖ Awarded first SDVOSB federal contract in less than 1-1/2 years, against a normal time frame of 2-3 years.
- ❖ Successfully completed a \$4.4 million lighting retrofit project at Ft. Irwin, CA.
- ❖ Sacramento Lighting Services recognized as Sacramento's fastest growing business in gross sales and number of employees two consecutive years (1994,1995).

CURRENT EXPERIENCE

CMS DEVELOPER SERVICES, INC., Bend, OR 10/09–Present
(A Nevada "S" Corporation specializing in concrete/interior construction/supervision and project management.)

President/Secretary

As principal owner of this Service Disabled Veteran Owned Small Business, conceptualized and launched a general construction firm serving governmental agencies in nine western states and Guam. Strengthen and protect the company's financial position through effective business planning, new business development, financial oversight, operations management, and relationship building. Attend professional conventions and events; regularly upgrade the company website; and connect to an extensive network of veterans, construction professionals, and business associates to solicit and negotiate opportunities for prime and subcontracting projects.

ADDITIONAL EMPLOYMENT

A 40-year professional career that has progressed from positions as a business owner and union carpenter to project superintendent and business owner. Built a stellar reputation in the construction industry for commercial, residential, and federal project management—from start-up to successful completion—with a laser focus on quality workmanship, safety, and superior service. Natural leader and team builder with a talent for assembling cohesive work groups with complementary strengths that achieve critical business objectives.

ADDITIONAL EMPLOYMENT *(continued)*

Project experience and expertise include wood and metal framing, concrete forming, concrete tilt-up buildings, sheet rocking/taping, painting, finish carpentry, fireplace installation, and underground utilities. Scope of experience in construction and related businesses includes:

Retired — Las Vegas, NV/ Bend/OR (river-rafting, kayaking, hiking, fly fishing)	10/07–9/09
Superintendent — Silas Cristafi Construction, Bend, OR	1/07–9/07
Superintendent — Tumbleweed Construction, Bend, OR	4/06–8/07
Superintendent — Danoski-Clutts Building Group, Bend, OR	1/06–11/06
Superintendent — LM Construction, Las Vegas, NV	3/05–5/06
Superintendent — Brenson Communities, San Diego, CA	3/04–2/05
Mortgage Originator — Las Vegas, NV	1/03–2/04
Union Carpenter , Local 1977 — Las Vegas, NV	1/99–1/04
Personal sabbatical (traveled)	12/96–12/98
Owner/Operator — Sacramento Lighting Services, Inc., Sacramento, CA	11/91–11/96
Real Estate Agent — ERA Real Estate, Anchorage, Alaska	1980s
Owner/Operator — Harvey's Painting, Anchorage, AK	1980s

Selected Projects:

- Major participant in energy conservation projects for the Sacramento Municipal Utility District.
- Painting and framing projects — Alaska military bases and airport terminals.
- Retrofitted substantial portion of lighting systems in high security area — Livermore Laboratories, Livermore, CA.
- Outsold a combined sales force of 26 agents two consecutive years, exceeding all real estate sales and financial expectations.

EDUCATION

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LICENSING & CERTIFICATIONS

- California General B Contractor's License #876503
- Oregon General Commercial Contractor's License #191465
- Oregon Emerging Small Business Certification, 2011
- VA-DOD Level 1 and Level II Federal Contractor, 2011
- SDVOSB Verification, 2010

MILITARY

United States Army Combat Veteran, 101st Airborne, Vietnam Jan. 1966–Oct 1968
Platoon Sergeant / Driver & Enlisted Aide to Lt. General Rosson & Enlisted Aide, Lt. General Stillwell