

J. Mark Whitman

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SUMMARY OF EXPERIENCE

Twenty-six (26) years of accumulative professional experience of which twenty-five (25) years have been focused on the construction industry; comprised of thirteen (13) in industrial, seven (7) in government, and one in commercial. Two and one-half accumulative years have been overseas in Hungary, Iraq, Algeria, Macedonia, Albania and Afghanistan. One (1) year of professional experience has been in the computer services industry. Skills developed, used and/or experienced during this time include estimating, pre-construction and construction management, proposals, cost control, basic scheduling, material and subcontract expediting, field engineering, change order evaluation, and document control. The dominate role of my career has been in estimating focused on projects for petro-chemical plants, government projects, off-shore platforms, power plants, paper mills, pipelines, and commercial buildings.

WORK HISTORY

Fluor Energy & Chemicals, Estimating Lead (Principal & Director I), Houston, TX

June, 2012 to Present

Discipline Lead /Lead Estimator/ Matrix Manager – Coordinate the development of Indirect Field cost estimates, and the development of the discipline processes and procedures. Coordinate project estimate assembly, including Estimate Execution Plan and Basis of Estimate, interfacing with Project Management, Engineering, Procurement and Contracting; Supervise 1 to 19 employees; Manage Change Management Estimates; Assist with project budget development; Led or assembled estimates ranging from \$20 million to \$8 billion. Participate in the coordination and facilitation of the departments Performance Assessments, and participate in department leadership. Travel minimally.

Fluor Government Group, Estimating Lead (Principal), Greenville, SC

January, 2010 to June, 2012

Lead Estimator - led the Rebaseline and proposal estimating effort for a multi-billion dollar government project. Supervised 3 to 24 employees; led proposal format development; wrote the *Basis of Estimates* and *Methodologies*; coordinated estimate duties, information, schedule, and reviews; coordinated activities with operations, procurement, contracting, and human resources departments; assisted with negotiations and client presentations. Project scope focused primarily on project mission services. Travelled minimally.

Day & Zimmermann Int'l, Inc., Estimating & Project Controls Mgr (Principal), Greenville, SC

December, 2007 to January, 2010

As Project Controls Manager (9 months), responsible for the day to day supervision of the department staff, to include cost, scheduling and estimating personnel, which encompasses the department budget, staff planning, personnel salaries and raises, hiring, discipline, training and functional development. Additional responsibilities include estimating, monthly project reviews, and a new sales initiative.

As Estimating Manager (15 months), responsible for the day to day supervision of the department staff to include staff planning, personnel raises, hiring, discipline, training and functional development. The primary initiative has been to establish estimating practices and procedures where none previously existed formally. Travelled minimally.

Fluor Government Group, Estimating Lead & Mgr, Project Engineer & Mgr, (Senior & Principal) Greenville, SC

June, 2003 to December, 2007

As Estimating Manager (16 months) was responsible for the day to day supervision of the department staff, which ranged between 11 and 21 personnel, for the department budget, staff planning, personnel salaries and raises, hiring, discipline, training and functional development. Worked closely with the compliance department to ensure practices and procedures were followed, and to initiate improvements.

As Project Engineer/Manager (15 months) were focused on four separate projects located in Iraq, Kuwait, Afghanistan and Kyrgyzstan. PM responsibilities included subcontracts, personnel assignment, client negotiation, material procurement and cost control coordination. PE responsibilities included coordinating client deliverables,

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statistical reporting, estimating support, O&M support, and client correspondence. Work locations included Greenville, South Carolina, Khor Al Zubair, Iraq, Baghdad, Iraq, and Kuwait City, Kuwait.

As Lead Estimator (24 months), self performed small estimates and led estimating teams for large estimates. Developed the proposal *Cost Volumes*; wrote *Basis of Estimates*; coordinated estimate duties, information, schedule, and reviews; coordinated with the sales, operations, procurement, contracting, human resources and marketing departments; developed, assembled and/or coordinated all aspects of estimate cost elements. Projects included base camp infrastructure, mission services, power plants, and embassies. Travelled extensively.

Fluor Corporation, Estimator (Estimator IV), Houston, Texas

September, 2001 to June, 2003

Interfaced with clients, engineers, procurement and vendors to define the project scope and assemble information. Developed MTO, analyzed specifications, calculated craft labor, priced materials and subcontracts, ensured scope completion, applied overhead and indirect costs, and wrote the *Basis of Estimate*. Project types included off-shore platforms, FPSO (Floating, Production, Storage & Offloading) vessels, compressor/pump stations, petro-chemical plants, pipelines, engineering staff estimates, and office buildings.

KBR and Brown & Root Services, Project Controls & Estimating, Texas & World Locations

January, 1998 to September, 2001

As a Cost Specialist on site in Algeria (7 months), was responsible for *Variance* estimating, processing and reporting; *Site Instruction* processing and reporting; *Project Weekly Reports*; weekly client meeting minutes; subcontract invoice data input and reporting; progress photographs; and timesheet processing. The project was a four-train oil gathering, separation and pumping facility, with remote well points. On-site man camp living.

As a Lead Estimator and Cost Specialist based in Macedonia, Albania, and Hungary (16 months); focused on all estimating disciplines; supervised estimating assistants; interfaced with the construction department concerning material definition, labor requirements, and project scope; interfaced with the client to define project scope and resolve construction issues; tracked costs and produced weekly cost reports; and chaired weekly status meetings between the client (Army) and company managers. Project types included temporary and permanent wood structures, roads, military fortifications, building renovations, line-haul services, food and laundry services, personnel transportation and vehicle maintenance. Accommodations included Man-camp and economy based living.

As a Lead Detail Estimator (20 months), focused on equipment, pipe and C/S/A disciplines, interfaced with the construction, fabrication, engineering, subcontracts and procurement departments to define project scope and retrieve data. Performed MTO, analyzed specifications, calculated craft labor, priced materials and subcontracts, and insured scope completion. Project types included Paper Mills, Petro-Chemical and Power plants, Off-Shore Platforms, FPSOs, booster stations, export facilities, building renovations and heavy civil projects. Travelled minimally.

Embree Construction Group, Pre-Construction Manager, Georgetown, Texas

June, 1997 to January, 1998

Performed estimating, scheduling, subcontract, procurement, and expediting activities. Indirectly supervised superintendents to facilitate scope, expediting and client issue resolution. Assisted the Division Manager with client negotiations and cost control. Coordinated with the resident architect to resolve building design issues and define materials. Projects included new and renovation construction of commercial buildings, nationwide.

Ontario Systems Corporation, Technical Consultant, Muncie, Indiana

March, 1996 to June, 1997:

Daily activities involved assisting clients with difficult software applications and improving their operational processes. Periodic duties included "front-line" phone support, consisting of quick solutions to basic questions, client training, and client installation/start-up. Travel was required.

Brown & Root Corporation, Various Growth Positions, Texas & Arkansas

June, 1990 to March, 1996

Technical Services Specialist - Shell Deer Park Project (13 months), operated the 3-D CADD model of the plant for construction support. Additional responsibilities included periodic document control department supervision, field engineering, weekly field safety inspections, systems turn-over and loop check activities, and administrative support.

Junior and Lead Detail Estimator (44 months) - focused on Mechanical and C/S/A disciplines, interfaced with the construction, fabrication, engineering, subcontracts and procurement departments to define project scope and retrieve

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data. Performed MTO, analysed specifications, calculated craft labor, priced materials and subcontracts, and insured scope completion. Projects included Paper Mills, Petro-Chemical and Power plants, and Off-Shore Platforms.

Graduate trainee (11 months) – rotated on two-month intervals through the Petro-Chemical, Pulp & Paper, Power, and Central Engineering divisions. Was introduced and exposed to estimating, field engineering, scheduling, cost control, and safety duties. Travelled extensively within Texas and Arkansas, and worked the night shift two months.

PERSONAL DATA

Activities: Member of AACE, International and American Society of Professional Engineers
Member of American Society of Professional Estimators (Inactive)

Education:

Texas A&M University
Bachelor of Science - Construction Science

Computer Skills: Experienced – MS Excel, MS Word, MS Power Point
Knowledgeable (familiar) – RIB, CCE (Kbase)
Past Experience – MS Project Mgr, Timberline, Success Estimator, WinEst, Oil & Gas Manager. MS Access

SELECT LIST OF PROJECTS

The following is a partial list of notable projects and proposals worked on within the last ten years.

FLUOR

- KNPC LNG ~\$3.5 Billion
- Sasol - LCCP ~\$Multi-Billion
- ExxonMobil - West QurnaI (subprojects) \$20M-\$375M
- LOGCAP IV – Task Order #5 \$6.7 Billion (total)
- NASA KSC Maintenance Proposal \$10 Billion (5 years)
- US Army – LOGCAP – Proposal \$10 Billion (maximum)
- USACE – Khor Al Zubair Power Plant - Proposal & Construction \$120 million
- USAREUR Support Contract Proposal \$1.25 billion (maximum)
- CETAC – Afghanistan National Army Brigade Construction \$50 million (aprox.)
- USACE – Al Hartha Power Plant Refurbishment Proposal \$260 million (total)
- CETAC – King Faisal Air Base Upgrades Bid \$17 million (total)
- AFOSI Building & Maintenance Estimate – Baghdad (Government) \$572 thousand
- NETCENTS – USAF Proposal (Government) \$300 million (projected)
- Frankfurt, Germany US Consulate Proposal (Government) \$74 million (total)
- USACE - Iraqi Oil Restoration Proposal (Government) \$800 million (projected)
- Bohai Bay Oil Field Development – China (Oil & Gas) \$1.6 billion (total)
- Tazamunchale Pipeline and Compressor Station – Mexico (Oil & Gas) \$280 million (aprox.)
- BP Immortelle Platform Upgrades – Trinidad (Oil & Gas) \$2.5 million (total)
- Qatar to Kuwait Pipeline – Middle East (Oil & Gas) \$262 million (my portion)
- Shell Platform Study - Gulf of Mexico (Oil & Gas) \$80 million (total)
- Sakhalin II Project, (Pipeline, Infrastructure, PFs) - Russia (Oil & Gas) \$3.9 billion (total)

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- Santee Cooper – Power Unit Air Compressor & Ball Mill Upgrades Proposal \$800 thousand (aprox.)
- Santee Cooper – Turbine Installation Project Proposal \$1.3 million (aprox.)
- FutureFuel CP2 Proposal \$4 million (aprox.)
- Fitesa - Unwoven Fiber Utilities Project Proposal \$2-5 million (as scope varies)