**MARK W. BUCHANAN, J.D.**

Over the past thirty-nine years, Buchanan developed distinctive competence in business and construction leadership with successful results in heavy/highway, power generation and industrial construction under a broad assortment of construction contract platforms and delivery methods. His unique ability to communicate with field personnel, clients, owners, and professionals, coupled with verifiably positive impact in terms of safety and P/L responsibility in a control system environment, reveals a record of performance-based successful results. Of all his character traits, work ethic and reputation for integrity are among the most evident and important.

Construction is Buchanan’s passion. After advancing as a result of a proven record of successful construction in ‘line-management’ positions with Hensel Phelps, Tutor-Saliba, and TIC, he graduated law school (1997); not to change his profession from construction to law, but to become a better constructor in a regional/executive leadership capacity. The Juris Doctorate experience cultivated his natural affinity for contract formation, contract administration and negotiation techniques, but did not replace his passion for operations. Although experienced in technical construction claims and resolution matters, Buchanan believes that a firm understanding of contractual obligations, coupled with a pro-active approach in project pre-planning, project controls, contract administration, safety and construction leadership is the best method for assuring profitability and mitigating risk.

Buchanan’s experience, work ethic and initiative promote ‘leadership-by-example’ and ‘growth-by-mentorship.’ Interaction with craftsmen, foremen and superintendents led to a solid grasp of the means, methods, requirements and demands of numerous construction procedures and commensurate safety practice. His focus then shifted to scheduling, estimating, equipment sizing & selection, cost controls, and project documentation. These early years of service provided Mark with the experience to accurately identify and properly resolve a broad assortment of field-related construction issues; perhaps more importantly, an ability to communicate and lead in a respectful and constructive environment.

For the past twenty-three years, Buchanan performed in regional and/or senior management roles in support of construction operations and business acumen with exemplary results. From proper estimate oversight to estimate/budget conformance; from experienced contract formation & administration to project pre-planning and resource/construction/risk management; from ERP (cost control) in conformity with GAAP/GAAS/SOX to accurate forecasting in support of P/L performance; from affirmative safety programs to human capital, his proven ability to understand and communicate with all levels of construction personnel and professional clients continue to yield positive results on a broad assortment of complex construction projects. For the past twelve years, Buchanan accumulated significant and successful experience with various alternative delivery contract platforms, design oversight and construction execution/delivery.

**Safely. On time. On budget. Quality workmanship.**

**Mark W. Buchanan**

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###### CONSTRUCTION MANAGEMENT EXECUTIVE

Over 39 years experience, largely with Fortune 500 and ENR rated top 100 construction corporations in successful Construction Management, Project Control Implementation, Contract Administration, Risk Management, and Construction Subsidiary/Regional/Division Leadership proven by:

* Profit/Loss responsibility and accountability with verifiably positive results in SOX environment coupled with policy, procedure, protocol and control system implementation and validation.
* Special focus on alternative delivery methods from SOQ through execution and delivery.
* Direction of advanced Contract Administration with emphasis on contract formation, interpretation, training, dispute resolution and client/subcontractor negotiation/resolution.
* Executive Management leadership and coordination of Estimating, Accounting, Marketing, Engineering, Safety, Human Capital and Operations personnel coupled with management of external professional services to assure proper corporate alignment and performance.
* Project Management leadership and coordination of staff, trade, labor, and equipment resources strategically coupled with scheduling, job cost controls and contract administration to assure safe and effective project execution with on-time, on-budget, and positive client relation results.

EXECUTIVE LEVEL MANAGEMENT

**President, Structural Integrity Group LLC,** 2020-Present

**President, Primoris Heavy Civil,** 2016 – 2020

* Improved safety performance from 2016 TRIR of 0.91 and one fatality to 2019 TRIR or 0.40, LTIR of 0.00 and no fatality.
* Led a ‘turnaround’ of business and safety performance by focus on all construction components.
* Gross annual revenues around $420M; performance against 2019 Business Plan of 112.3% NBT, 100.5% Revenue and 744.9% Net Operating Profit (partially due to recovery performance). Increase of 358% in burn rate.
* Over $158 in recovery ‘cash-in-hand,’ where prior leadership had not identified any recovery opportunities.

**President, Texas Sterling Construction,** 2014 – 2015

* Led Texas Sterling to its first legitimate profit (Q3 2015) in over 22 quarters despite 30% of ‘legacy’ revenue at 0% margin in Q3.
* Revamped estimating, the results of which were 15 successful bids at an average 8.25% margin.
* Achieved an environment of Earnings in Excess of Cost.

**Vice President, Civil Operations, Tutor Perini Corporation,** 2012 – 2014

* National responsibility for ensuring proper contract administration, complex contract formation (P3, Design/Build, EPC, etc.), SOQ development, and dispute resolution.
* JV and ADM oversight on several of the corporation’s largest D/B and JV projects,
* Atlantic Regional responsibility for strategic business and tactical operations plan implementation.
* General Manager, Cherry Hill Construction, a wholly owned subsidiary with P/L responsibility.

**Vice President, Operations, Francis O. Day Company, Inc.** 2005 –2012

* Recovered 13.4% of gross annual revenue funds held in stagnant (aging over 1 year) change order funds, aging retention funds, and pending disputes in first fourteen (14) months of employment and negotiated less than 1% of value in the resolution process.
* Established and implemented productivity and project controls with an immediate and affirmative effect.
* Successfully implemented robotic controls on key operations to achieve unprecedented accuracy.
* Affirmative leadership in Profit/Loss responsibility, contract negotiation and formation.

**President, Construction Management Solutions** 2000 – 2005

* Construction management consulting for many of the top 50 rated ENR construction firms.
* Analyzed, presented, and/or implemented management solutions to issues raised on over 100 multi-million dollar construction projects worldwide.
* Developed and administered basic, intermediate, and advanced training in construction Contract Administration and Risk Management.
* Launched computerized construction job cost control, scheduling and on-line client data retrieval departments with ongoing maintenance and updates.
* Lectured at major universities on topics such as Construction Management, Contract Administration, Professional Liability, Risk Management, and Construction Supervision & Leadership.

**Director of Contract Administration – U.S. and International Operations, Dillingham** 1997-2000

* Supervised staff in the development, management, administration of document/schedule/cost control applications in contract administration and company-wide training.
* Managed the development and submittal of multiple Requests for Equitable Adjustment resulting in settlements ranging from $17M to $111M (including penalties, interest and legal expense recovery).
* Expanded contract administration and risk management expertise to wholly owned business units.
* Reported investigation and analysis results directly to the CEO and Board of Directors.

**Chief Operating Officer, Clearwater Constructors, Inc**. 1994-1997

* Responsible for the management of all corporate functions including estimating, project control, project management, accounting and professional services (legal, surety, finance).
* From inception through acquisition, realized a 40.4% gross margin and a growth from start-up to over $5 million in gross annual volume with no external capital support.
* Managed the successful completion of all projects ‘claims free’ in a tough Southern California public works environment by proper and timely implementation of affirmative contract administration.

**PROJECT MANAGEMENT**

**Project Manager,** The Industrial Company (“TIC”), Tutor Saliba Corporation, 1990-1994

* Successfully managed projects ranging from $27mm to $43mm in both Industrial and Heavy/Highway Divisions.
* Heavy/Highway Construction; particular emphasis on interchanges, infrastructure utilities, and paving.
* Industrial Construction; particular emphasis devoted to tertiary treatment WWTP and power generation.

**Project Manager, Superintendent, Project Engineer and Field Engineer** Hensel Phelps 1983-1990

* Managed job cost controls, schedules, subcontractors, change order justification/submission, and pay estimates for 26 bridge, 18 mile interstate expansion.
* Responsible for maxi-form and plate girder form technology application to structures.
* Managed three survey crews for all construction lay-out to support multi-level, multi-bridge interchange.

EDUCATION

Ventura/Santa Barbara College of Law, Juris Doctor (1997)

Texas A&M University, Construction Science (1982)

ACTIVITIES/SEMINARS/TRAINING

* Guest Lecturer, Texas A&M University and University of Wisconsin
* Contractor Licensure in CA, WV, VA, GA, SC, NC, LA, AR, MS
* Eagle Scout, Bronze Palm, OA
* Private Pilot with complex and high-performance ratings