

South Cole

Project Delivery Executive | OSHA-30, LEED AP, CM-BIM

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Big Picture professional with fifteen years of experience in operations management and commercial real estate development, design and construction. Combining deep expertise and comprehensive understanding with a breadth of experience and well applied process to deliver complex and high risk projects. Obsession with Lean Manufacturing, Operating System Implementation and Optimization, Organizational Psychology and Human Potential.

Creativity • Passion • Curiosity • Drive • Operational Excellence

Skills & Expertise

Project Management • Lean Design and Construction • Integrated Project Delivery • Contract Negotiation
Team Building • Organizational Change Management • ERP/BIM/VDC Implementation • Target Value Design

Professional Experience

New Era Partners | Grapevine, TX

Vice President of Project Development (2019-2020)

Led development of two large mixed-use projects totaling over 100 acres with build-out of over \$200 million; Maximized land value through wetland mitigation, optimizing site layout and driving economic incentive initiatives.

- Cut over \$1 million from construction budgets by strategically coordinating wetland mitigation, site layout and flood plain revision efforts
- Orchestrated project teams to bring product to market and initiate vertical development. Land Planning increased projected density by 14% and increased let sale price by 11% over proforma assumptions.
- Drove entitlements, mitigation efforts, overall design, public/private partnerships, economic incentives and schedule to accomplish business plan objectives and provide 21% - 24% returns to investors

Southworth Construction / Apogee Project Delivery - Fort Worth, TX

Owner/President (2014-2019)

Managed all aspects of production, operations and business development for award-winning residential and commercial design-build Construction Company providing BIM enabled, process-driven, integrated delivery.

- Finalist, 2018: **Best Whole Home Architecture, Fort Worth Magazine**
- Published projects: “Ridglea Mid-Century Eclectic” and “Fort Worth Modern Farmhouse” in Home Magazine
- Increased revenue over 35% year over year while achieving target margins

CTJ Energy Solutions - Fort Worth, TX

Operations Manager (2014-2015)

Created ground-up Standard Operating Procedures based on **Lean Manufacturing** principles to **enable product delivery for revenues that increased 330% during my tenure**. Managed all aspects of manufacturing and production to achieve productivity increases, including employees, scheduling, coordination of outside services and manufacturing processes.

- Led manufacturing ERP implementation w/ QR/Barcode scanning; **Integrated accounting, engineering and production to achieve real-time metric visibility and true Dashboard display of metrics**
- Designed and implemented manufacturing floor layout and optimized work flow to achieve **consistent takt time and production, decreasing variation by over 25%**
- Directed and managed production of **38 welder/fabricators** and support staff, with **5 direct reports**
- Implemented **mixed-model fabrication and assembly** for all product lines, including sand separators, 2/3 phase separators, flow-back testing units (skid-mount and trailer mount) and newly developed GPU's

Dennett Construction - Fort Worth, TX

Project Executive / Project Manager (2013-2014)

Project Lead in charge of selling and delivering projects with high-end finish-out with strict schedules and budgets

- Led team of 4 project engineers, 4 superintendents and up to 25 subcontractors per project with 2 to 5 concurrent projects
- Led multiple projects concurrently, ranging from \$500k - \$3M in value; Tenant Improvement and ground-up construction, all with high levels of finish-out
- Developed estimates/proposals, negotiated contracts, managed budgets and profitability for projects

Linbeck Group - Fort Worth, Dallas, Houston and San Antonio, TX

Virtual Design & Construction Manager (2009-2013), Team Manager (2010-2013), Project Engineer (2007-2009)

Pioneered the use of Building Information Modeling (BIM) tools, technology and processes at the project and corporate level, **integrating new process into Linbeck' Lean Operating System.**

- Established Linbeck at the forefront of BIM/VDC implementation amongst existing and potential client, **winning projects in excess of \$300 million because of BIM capabilities coupled with a Lean Construction project delivery system**
- Coordinated teams for complex projects of various types and sizes (healthcare, retail, office, education, museums, structured parking), **delivering total projects valued over \$500 million**
- **Implemented Lean Culture and processes** throughout the supply chain on project basis; **Led company's first IPD Project** as Preconstruction Manager

Mountain View Window Cleaning | Seattle, WA

Owner / Manager (2006-2007)

Founded and operated window cleaning company that supported multiple employees.

CRTKL (Formerly Callison Architecture) | Seattle, WA

Associate, CAD Lead (2005-2006)

Detailing, drafting and document production as Intern Architect and CAD Lead in Retail Stores studio

Education

B.A. Architecture, Secondary Focus: Urban Planning

Miami University - Oxford, OH (2001-2005)

Public Speaking | Teaching | Affiliations

Board Member - Ascend Building Knowledge Foundation, current

Instructor - AGC TEXO, Dallas TX - *AGC BIM Education Program* - since 2011 - 2014

Guest Lecturer - UT, Austin, TX- *BIM for Capital Projects* - April, 2011

Guest Lecturer - Texas A&M, College Station, TX - *VDC in the Lean Operating System* - April, 2011

Speaker - 2010 National BIM Forum, Kansas City, MO - June, 2010

Speaker - McGraw Hill Construction: BIM in Healthcare, Las Colinas, TX - March, 2010