



SAMUEL J. CAMMARANO, P.E.

EDUCATION

- California Institute of Technology, *Engineering Management*
- Cleveland State University, *Bachelor of Science - Civil Engineering - Structural Engineering*
- Executive Seminars: Business Management, Feasibility Analysis, Project Management, Claims Litigation, Planning, Scheduling, Negotiating, Labor Productivity, Technical Specification Writing, Real Estate, Public Speaking, and Safety

LICENSES

- Licensed Professional Engineer: California, Ohio, Florida
- Licensed General Engineering Contractor: California

BACKGROUND

Engineering and Construction Executive with emphasis in the following areas:

- Construction Management
- Marketing
- Feasibility Studies
- Estimating
- Cost Control
- Value Engineering
- Safety
- Project Startup
- Engineering Management
- Client Interface
- Project Development
- Contract Negotiations
- Scheduling
- Procurement
- Constructability Reviews
- Quality Assurance

PROFESSIONAL EXPERIENCE

- 2003-Present **Sage Associates, Inc.**, Newport Beach, California
- Senior Construction Consultant
 - Provides consulting and expert services in the areas of surety related construction default, construction claims, and construction defects.
 - Alternative dispute resolution and litigation support.
 - Forensic investigations and scheduling.
- 2001-2003 **Graycon, Inc.**, Los Angeles, California
- Operations Manager
 - Responsible for marketing, business development, design engineering, construction management, human resources, general contracting, contract negotiations, estimating, scheduling, and safety.
 - Held the General Engineering contracting license for the firm.
 - Managed both private and public projects.

- 1990-2001 **CMM Constructors**, Los Angeles, California
- Co-Owner/Vice President/Chief Engineer
 - Responsible for business and project development activities including marketing, sales, design engineering, procurement, and construction of commercial and industrial facilities throughout southern California.
 - Projects included office buildings, seismic retrofits, central cooling plants, high voltage power distribution, and the installation and reorganization of manufacturing processes.
 - Managed architects, engineers, project managers, and subcontractors.
 - Held the General Engineering contracting license for the firm.
- 1978-1990 **Ferro Corporation**, Los Angeles; Miami; Cleveland; Mexico City; Chicago
- Senior Project Manager
 - Responsible for the design and construction of offices, laboratories, manufacturing facilities, and warehouses throughout the United States and Mexico.
 - Activities included the analysis and design of structures, design of foundation systems for buildings and large manufacturing equipment, writing of technical specifications, preparation of project feasibility studies, and corporate appropriation requests, directing multi-phase projects on a turn-key basis from site selection to startup with full budget, contractual, procurement, and schedule responsibility.
 - Managed the activities of architects and engineers, interfaced with building departments, negotiated competitive design and construction contracts, created Critical Path schedules, installed manufacturing processes, specified equipment, and implemented plant relocations, closures, and liquidations.

PROFESSIONAL AFFILIATIONS

- American Society of Civil Engineers
- Construction Management Association of America