

SUMMARY OF QUALIFICATIONS:

Page 1 of 3

Over sixteen years of commercial and institutional real estate design, development, and facility improvement experience specializing in the management of the total planning and construction processes. Project types include Restaurants, Hotels, Grocery Stores, Residential, Commercial, Schools, Health Care, Military, and Detention Facilities. Excellent communication skills essential to the design process in attaining internal support, and cultivating successful relationships with clients, partners, and consultants. Exceptional skill in all aspects of design and development including four years of experience with Autocad documentation and file management. Excellent problem-solving, conflict resolution, organizational, and technical skills.

EMPLOYMENT:

March 2001 –
Present

Self Employed - David Samuelson Architect

ARCHITECTURE AND CONST. ADMINISTRATION – RESIDENTIAL & COMMERCIAL

Sales, Design, Specifications, Estimating and Project Management

- Sold, designed, and built \$1,000,000 worth of additions and remodels around Minneapolis / St. Paul

March 2000 –
March 2001

Diversified Construction

SALES / PROJECT MANAGER - RESIDENTIAL

Sales, Design, Specifications, Estimating and Project Management

- Sold and built \$450,000 worth of additions and remodels around Minneapolis / St. Paul

February 1999 –
March 2000

American Building Contractors

FIELD SUPERVISOR - RESIDENTIAL

Inspections, Specifications, Estimating and Construction, Insurance Claims, Sales

- Sold and built \$250,000 worth of Roofs, Siding, Gutters, Drywall, and Painting projects in 12 cities around Minneapolis / St. Paul

April 1996-
January 1999

CSM Corporation

PROJECT MANAGER - HOTELS

Managed entire process from site selection through certificate of occupancy as Owner's Representative.

- Reviewed and redlined plans: produced sketches for design and to communicate revisions to the field and consultants.
- Interviewed, hired, and managed consultants as required.
- Built eight hotels for \$35 Million. Managed schedule and budget.
- Reviewed, revised and approved shop drawings.
- Negotiated code issues with Building officials and Architects.
- Value Engineered plans.

- Negotiated contract issues with General Contractors.
- Attended Job Site meetings and executed site inspections.
- Coordinated Franchise requirements for Towneplace Suites, Fairfield Suites, Courtyard, and Residence Inns by Marriott, and Country Inns and Suites by Carlson Companies.

1995-1996

Tharaldson Development, Fargo, ND

DESIGN DEPARTMENT MANAGER - HOTELS

- Reviewed and redlined plans: produced sketches to communicate revisions to the field and design department.
- Developed procedures and policies for plans, permitting, staff concerns, checklists, and training. Reduced permitting time by 20%.
- Interviewed, hired, terminated, and managed personnel as required.
- Managed schedule, determined priorities for drafting resources, monitored projects, and expedited permitting process.
- Reviewed, discussed, negotiated, and approved consultant bills; facilitated tracking systems for managing costs, payments, and schedule on 70 hotels.

1992-1995

Buffets Inc., DBA Old Country Buffet, Eden Prairie, Minnesota
Supervisor: David Harchanko, Director of Architecture - Restaurants

DESIGN MANAGER. Schematic Design – Floor Plans and Store Fronts. Supervised staff and consultants providing clerical, architecture, drafting, engineering, and estimating. Real Estate Liaison: Expedited and secured building permits. Construction Administration for up to 30 projects at once. Code Searches for restaurants nationwide. Site feasibility studies and Site Selection consultation. Responsible and accountable for 42 remodels and 75 new restaurants in 1993-94; \$100 million in construction costs.

1990-1992

BWBR Architects, Saint Paul, Minnesota
Contact: Tom Dornack, Project Manager - Institutional

PROJECT ARCHITECT. Client liaison. Consultant coordination. Computer-aided design, drafting, and production of construction documents for hospitals, courthouses, schools, and criminal detention facilities.

1986-1990

HMC Group, San Diego and Ontario, California
Contact: John Nichols - Institutional

PROJECT MANAGER. Design consultant coordination. Architecture and construction administration. Client and contractor liaison for hospitals and schools. Project Manager of a \$16 million medical office building.

EDUCATION AND PROFESSIONAL AFFILIATIONS:

North Dakota State University – Fargo, ND – Bachelor of Architecture, 1986
North Dakota State University – Fargo, ND – Bachelor of Arts in Architectural Study, 1985
Licensed Architect – Minnesota # 22922 - National and Minnesota member - AIA
Dale Carnegie Seminar – The Leader in You
Steven Covey Seminar - First Things First

AREAS OF DIRECT RESPONSIBILITY:

Design Management

- ⌘ Information coordination and managing Architectural and Engineering consultant teams.
- ⌘ Coordinating all design and production activities from project inception through completion of construction
- ⌘ Performing verification of compliance to applicable codes and standards.
- ⌘ Managing and delegation to subordinate staff members and consultants.

Site Feasibility / Real Estate Analysis

- ⌘ Analyzing site conditions and characteristics with automated computer systems and CAD.
- ⌘ Proposing master plan concepts and balanced grading plans.
- ⌘ Generating data and providing exhibits to support zoning and variance efforts in key markets.
- ⌘ Coordinating plans with pro forma analysis and market analysis.

Administration of Construction

- ⌘ Engaging contractors through bid and negotiated contracts.
- ⌘ Simultaneously managing multiple projects in various stages of design and construction.
- ⌘ Negotiating contracts, scope changes, and change orders.
- ⌘ Directing consultant teams, government officials, and contractors to meet budgets and schedules.

Project Development

- ⌘ Site planning for several institutional and commercial projects, and numerous tenant improvement projects.
- ⌘ Securing governmental approvals and variances.
- ⌘ Generating construction cost estimates and schedules.

Marketing and Selling

- ⌘ Presenting proposed projects to all types of clients ranging from individual owners, to internal corporate departments, to municipal boards, to government bodies and hospital board members.

- ⌘ Preparing proposals and presentations for private and government projects.
- ⌘ Participation in fee and contract negotiations.
- ⌘ Coordinating marketing material and advertising campaigns to penetrate new markets and continue correspondence with existing clients.