

**ROBERT L. LAND**

**SUMMARY**

Over 40 years experience in the construction and engineering fields. As a construction manager, business owner, and company executive Mr. Land has gained valuable experience in effective risk management.

Mr. Land has over 28 years experience primarily in highway construction. Throughout his career he has managed the construction of a variety of projects ranging in size from \$1 million to \$50 million including roads, airports, utility systems, dams, mining developments, and commercial and industrial buildings.

**CAREER HISTORY**

**Forcon International** - Surety Claims Consultant - Conduct forensic engineering investigations for surety cases involving all facets of asphalt and concrete construction, including bridges, culverts, highways, airport runways and taxiways, curbs and retaining walls.

**Colas, Inc.** - Greenville, SC - Colas, a French company, is one of the largest highway construction companies in the world.

- Senior Advisor - Provided support for 8 subsidiaries located throughout the U.S.
- President - Responsible for every aspect of the business including safety, human resources, asset management, operations, strategic planning, financial and development with annual sales in excess of \$300M

**Reeves Holding Corporation** - Macon, Ga - During a 6 year tenure as president, Reeves sales grew through acquisition and consolidation from \$100 million to over \$300 million per year.

**Baker Infrastructure Group** - Garden City, Ga

**Sloan Construction** - Duncan, SC - Region Manager/VP Operations - assigned the task of liquidating an affiliated company that had failed. This involved the selling off of fixed assets, arranging for the completion of existing construction projects, and settling disputes on 11 construction projects in various stages of claim and litigation. In approximately 6 months all assets were sold, ongoing projects were either successfully completed by our forces or by negotiated completion agreements with others, and all disputes were resolved either through mediation or direct negotiations, resulting in financial gain for the company.

Personally involved and responsible for the acquisition of 6 individual construction companies with a total value of approximately \$59 million. The acquisition process involved assessing the past financial performance of the companies, valuation of assets, assessing the personnel to ensure

their ability to perform and manage, estimating remaining cost on uncompleted projects, forecasting future business performance to justify a purchase, and identifying any potential elements of risk, as well as negotiating the final terms of sale.

**Foothills Contractors** - Greenville, SC - Owner/President

**Blythe Construction** - Charlotte, NC - Project Manager/Division Manager

**First Hartford Corporation** - Manchester Ct - Commercial Building Supt/Project Manager

**H&V Engineering** - Moscow, Idaho - Surveyor, Designer, Inspector, Construction Manager

**Idaho Dept of Transportation.** - Lewiston, Id - Engineering Tech