

# W. Gary Westernoff

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## Construction Management • Project Management • Owner's Representative • Corporate Executive

Highly talented and accomplished professional with extensive background in planning, design and building construction. Proven ability to direct corporate construction and remodeling programs, overseeing multiple multi-million dollar projects simultaneously. Adept at due diligence, vendor negotiation, compliance reporting, scope development, budget preparation, and scheduling. Able to coordinate and liaison with design and construction professionals, local officials, clients, and senior management. Ability to train and supervise planning, design and construction professionals. Outstanding presentation, leadership, and communication skills. Author of two construction management publications and designed and launched a mobile web site.

### AREAS OF EXPERTISE

Anticipating Problems	Construction Management	Payment Negotiations	Project Management
Bidding	Contract Administration	Performance Specifications	Quality Control
Budgeting	Contract Negotiations	Pre-Development	Resource Management
Change Order Management	Cost Control/Management	Problem Solving	Roll Out (Multiple) Projects
Construction Deficiency Management	Owner Representation	Procurement	Training/Presentations
Power Point	MS Word	MS Excel	Web Site Design/Management

### PROFESSIONAL EXPERIENCE

#### **Ponta Inc., Moraga, CA and Honolulu, HI**

1999-Present

##### **Founder and CEO**

Founded the Corporation primarily focusing on building the Mobile Web Site "Constructionplace.com". Services include self-help for professionals, owner builders and Students; professional advice and consulting; and technology to organize, digitize and showcase property and project information, earn referral fees, bid and negotiate project or improvement costs.

#### **The Westernoff Group, Moraga, CA**

1991-1999

##### **Owner Representative, College and Seminar Teacher**

Founded the business, oversaw remodeling and new construction projects for clients and HOA's (Home Owner Associations), primarily focusing on multi-unit apartment buildings and commercial facilities. Served as primary client liaison and consultant with design and construction professionals from concept to completion determining most cost effective needs, preparing and delivering presentations, proposals, bench mark schedules and cost estimates. Performed third party architectural drawing, specifications and contract document reviews. As primary consultant qualified and retained industry experts to perform forensic construction deficiency inspections; wrote and presented reports for use by client's legal counsel and acted as expert witness. Prepared and conducted seminars and taught University evening classes associated with the overall construction management process.

**Reason for leaving:** I founded the above corporation for the mobile web site "Constructionplace.com" to support my book "Construction Management made easy".

#### **TJ Construction Co., Inc., Moraga, CA**

1983-1991

##### **Founder and President (RMO)**

Founded, directed and organized this consulting and construction company with 6 (six) employees focusing on new and remodeled design build projects including multiple retail store tenant improvements, office leasehold improvements, and small shopping center development. The company was named after my two sons Tom and John. Clients included large corporations constructing roll out projects throughout the continental United States and Hawaii. I held General Building Contractors licenses in California, Hawaii and Washington State. Clients would employ our consulting services to prepare master schedules and budgets, and oversee and coordinate the design phase for roll out projects consisting of hundreds of projects; and then hire us as the Prime General Contractor to oversee the construction phase.

**Reason for leaving:** I successfully completed over 600 projects but my two sons had no interest in the business. So I slowly closed this corporation to pursue the above new business entity focusing on Owner Representation and Teaching.

#### **Joseph Magnin Co., Inc., San Francisco, CA**

1981-1983

##### **Vice President of Design and Construction**

Planned, designed and oversaw new and remodeling specially retail store projects throughout California and Nevada. Directed and managed the companies planning, design and construction department working closely with the Vice President of Real Estate and senior company executives.

**Reason for leaving:** Company was sold and went out of business.

**Amfac Corporation (Liberty House, Inc.), Honolulu, HI**

1978-1981

**Director of Store Planning and Construction (RME)**

Established, directed and managed a new the company planning, design and construction department to build new and remodel department and specialty retail stores throughout the Hawaiian Islands. Hired a new staff for the department. Served as primary company liaison between senior management, planning, design, architectural and construction professionals and land owners from concept to completion preparing budgets, determining most cost effective needs, preparing bench mark schedules, policies and procedures, and overall project quality control.

**Reason for leaving:** Illness in family on the mainland so accepted the above position.

**The Great Atlantic and Pacific Tea Company (A&P), Montvale, NJ**

1975-1979

**Hired as National Design Manager**

Established, directed and managed a new headquarters Design office overseeing eight (8) Regional Design and Construction offices and 5,000 Retail Stores east of the Mississippi River and Canada. Established and wrote policies, procedures, and standard specifications for new prototype store designs (Building interior and exteriors, interior décor, and new corporate logo and sign program. Worked closely with senior management and market research department to determine best locations for new stores. Reviewed, qualified and negotiated agreements with vendors, architects and design consultants. Managed overall design process. Successfully implemented a national (5,000 Stores) resigning program with new logo and corporate identification.

**Promoted to National Director of Construction**

Oversaw eight (8) Regional Construction Managers and all projects being remodeled or newly constructed. Performed multi-site due diligence, reviewed, negotiated and executed all construction contracts with prime contractors. Managed contractor disputes and enforced completion schedules with eight (8) regional offices.

**Reason for leaving:** My family did not enjoy living on the East Coast so accepted a position in Honolulu Hawaii.

**Lucky Stores, Inc., San Leandro, CA**

1968-1975

**Project Engineer**

Planned, designed and oversaw new and remodeled retail store construction projects throughout northern California. Completed preliminary design drawings and layouts including furniture, fixtures and equipment for use by architects and Engineers. Reviewed, qualified, and hired architects, engineering firms, contractors and vendors. Worked closely with Vice President of Real Estate and various department managers to insure that design criteria was met. Met with local city planning and design and review boards as Owner's Representative to get our projects approved. Created bid lists and approved best bids. Directed all project phases. Carried out site inspections, and performed cost control. Oversaw delivery and installation of utility services, equipment, furniture, and equipment. Wrote completed project punch lists and performed one year inspections.

**Reason for leaving:** I was recruited by A&P above to join a new management team as National Design Manager, a major advancement opportunity in my career.

**EDUCATION AND CERTIFICATIONS**

AA Degree, Architecture, Laney College, Oakland, CA	1963 - 1966
BA Degree, Construction Management (DAI), San Francisco State University	1966 - 1968
Hawaii General Building Contractor License (Currently Inactive)	1979 - Present
California General Building Contractor License (Currently Inactive)	1982 - Present
Washington State General Building Contractor License	1984 - 1991
Executive MBA Studies, St. Mary's College, Moraga, CA	1990 - 1991
Graduate Studies, Web Site Design and Management, San Francisco State University	1999 - 2000

**EXTRACURRICULAR ACTIVITIES AND MILITARY**

Forward Observer, United States Army, 1 <sup>st</sup> Cavalry Division, Korea	1959 - 1962
Life time member of the US Army 1 <sup>st</sup> Cavalry Division Association	1962 - Present
Master Mason, Free and Accepted Masons, Alameda, CA	1965 - Present
2 <sup>nd</sup> Degree Black Belt, Shito Ryu Karate	1983 - Present
Member/Board of Directors, St Marks United Methodist Church, Orinda, CA	1983 - 2014
Past President, Lamorinda Sunrise Rotary, Rotary International, Lafayette, CA	1988 - 2004
Director, Board of Directors, Moraga Country Club HOA, Moraga, CA	1996 - 1999
Member, Design and Review Board, Town of Moraga, CA	1999 - 2001
Member, Kilohana United Methodist Church, Honolulu, HI	2002 - Present
Member, Hawaii Yacht Club, Honolulu, HI	2002 - Present
Noble, Aloha Shriners, Legion of Honor, Honolulu, HI	2006 - Present