

*Confidential resume of*

# **DOUGLAS FOSTER, CEO**

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(972) 727-0765, (214) 502-0400



## **SUMMARY OF THE EXECUTIVE'S QUALIFICATIONS**

Able to apply decades of experience in Highway Construction, Underground Utilities, and Management gained while working with AT&T and running my own business. As a well-versed and experienced professional, I capitalize on my abilities to lead teams, negotiate contracts, and develop business to form new relationships and win contracts for our company. Able to utilize transferable skills in Strategic Planning, Negotiations, Project Management, Alliance Building, and Certifications to move Foster & Foster into a recognized company:

## **10+ YEARS OF HEAVY HIGHWAY CONSTRUCTION LEADERSHIP**

### **Foster & Foster Construction, LLC, CEO, Allen, TX (2011 to Present)**

Building company by emphasizing its Highway Construction Support Services which include: Traffic Control, Excavation, Concrete Paving, Asphalt Paving, Road Striping, and Underground Utilities. Led company to be awarded multiple contracts with VRX, John Burns Construction, and Edwards Construction Group. Other accomplishments were:

- Working on a \$119.0 million City of Dallas Water and Waste Water Project through Prime Contractors
- Inspecting North Texas Tollway Authority (NTTA) Road Signage
- Formed a Joint Venture with Edwards Construction Group in Ft. Worth, Texas to named EFG Construction Group to handle larger U.S. Army Corp of Engineer Project. JV dismantled at the completion of the project

### **Pinnacle Excavation, LLC, President & CEO, Allen, TX (2003 to 2010)**

Founded Pinnacle Excavation with the purpose of maximizing my 28 years of experience in underground utilities. Filled a niche in the heavy highway construction industry. The company grew to become recognized throughout the Dallas Fort Worth Metroplex for relocating underground utility lines. Also installed Water, Sewer, and Storm Drainage Systems. Under my leadership, the company produced aggregate earnings of \$2.2 million. Other accomplishments include:

- Forming alliances with NorthGate Constructors to gain entry to work on the \$1.1 billion DFW Connector TxDOT project to overhaul State Highways 121 and 114 as well as Farm-to-Market Roads 2499 and 1709 in Grapevine, TX near the DFW International Airport. Improvements were also done along to State Highway 26
- Working at the \$1.4 billion North Tarrant Express TxDOT Project Highway to reconstruct 10.1 miles of I-35W near I-820. The total 13.3 mile NTE Project costs exceeded \$2.5 billion.
- Working as a Subcontractor on various parts of the \$2.1 billion LBJ Express TxDOT Project that is being conducted at I-635 in Dallas.
- Closed AT&T as a client. Installed copper cable and fiber optic telecommunication infrastructure in Business Parks, Retail Shopping areas, and Residential Communities throughout the North Texas area. AT&T-derived revenues reached up to \$600,000 for the company over its tenure as a client
- Garnered top management expertise and funding by selling parts of Pinnacle to highway construction experts
- Led company to be one of 25 selected for the statewide Texas Business of Workforce Development (TBOWD) Program during its pilot phase
- Positioned company to market itself better to Prime Contractors by having the NCTRCA DBE Certification
- Led company to become Texas Department of Transportation (TxDOT) Certified to Bid on highway contracts
- Made an economic impact on the Dallas – Allen – Frisco – McKinney area by paying wages on 30 employees

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## **28 YEARS OF FORTUNE 500 UNDERGROUND UTILITY EXPERIENCE**

### **AT&T, Underground Utility Construction and Exchange Repair Tech, McKinney, TX (1974 to 2002)**

Contributed to the success of the then \$12.0 billion by being a hands-on technician. Installed underground phone cables, fiber optic cables, and PBX systems. 30% of all clients were Commercial Shopping Malls, Texas Instruments, CVS, Sears, Johnson & Johnson, and other multi-billion dollar corporations. Gained experience in Directional and Horizontal Drilling methods. Assignments were throughout Allen, Frisco, Sherman, and North Texas through Oklahoma.

Acted as a liaison between AT&T Management and the Union

- Promoted to Vice President of the Local Union of Communication Workers of America #6210 (1995 to 2002)
- Promoted to Chief Union Stewart of the Local Union of Communication Workers of America (1989 to 1995)

Performed as a Participative Management and Employee Involvement (PMEI) Consultant to facilitate programs on teaching management skills to Base Line Managers and Employees

## **INDEPENDENT SME CONSULTING ACCOMPLISHMENTS**

### **ISO Consulting (2012 to 2014)**

Awarded opportunity to perform as the Business Consultant for the \$11.8 million Bodycote Thermal Processing company in Houston. Developed procedures so that the company could become ISO Certified.

## **LEARNING CREDENTIALS, ACCOLADES, AND RECOGNITIONS**

- Graduated from the Turner School of Construction Management, a program developed by the \$9.4 billion. Courses included: Labor Law, Bonding, Management, Bidding and Estimating
- Technologically proficient in MS Office and Project Management software
- Function as an Elder at the One Community Church in Plano, TX
- Earned a Bachelor of Arts from Ouachita Baptist University in Arkadelphia, Arkansas in 1974

### **Earned these Construction Industry Related Certifications**

- Heavy Highway Construction Safety Certified through LBJ Express Project
- Certified through National Trench Safety in Competent Person Excavations
- Texas Department of Transportation (TxDOT) Certified in Traffic Control
- Heavy Highway Construction Safety Certified through DFW Connector
- Certified in Work Zone Traffic Control
- Certified as a Train the Trainer Flagger
- Certified in to operating with Personal Protective Equipment (PPE)
- OSHA Certified in Confined Spaces
- Certified in Universal CPR
- Certified in Manhole Safety
- Certified in Open Trench Safety
- Certified in Burns & Poison Safety
- Certified in Ladders & Aloft Safety
- Certified in Heavy Equipment Safety