

John Jeffrey Hannon

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Credentials:

(CEP) Certified Estimating Professional, AACE, International, 2007
M.S., Construction Administration, University of Oklahoma, 1998.
B.S., Construction Management, Oklahoma State University, 1987.

Schedule of Industrial Experience:

2003-present: Assistant Professor, School of Construction, The University of Southern MS.
1999-2003: Consultant and Senior Engineer, Hard Dollar Corporation, Tempe, AZ.
1997-1999: Chief Estimator/Cost Accountant, MidSouth Pavers, Inc., Davis, OK.
1995-1997: Assistant Superintendent, Western Plains Construction Co., Inc., Lincoln, NE.
1992-1995: Chief Estimator, Pavers, Inc., Davis, OK.
1990-1992: Estimator, Southwest Paving Co., Inc., Oklahoma City, OK.
1987-1990: Quantity Surveyor/Contract Administrator, Francis O. Day, Inc., Rockville, MD.
1982-1986: Concrete Crewman, Canam Construction Co., Inc., Edmond, OK.
1979- 1980: Frammer, Single-Family Housing, HODA Corporation, McLean, VA.

Industrial Experience Summation

My industrial career easily meets academic teaching experience requirements, having worked as a salaried employee for 7 individual construction organizations (contractors) of varying types and sizes over the course of 23 years with increasing managerial responsibilities. One employ consisted of starting a firm from scratch with a \$10 million start-up fund. Details of my salaried employment with contractors can be found below.

The industrial experience which sets me apart from others took place between 1999 and 2003. My employ with a construction estimating and project controls software vendor and consultant exposed me to almost 70 additional contracting organizations and hundreds of estimators and project managers from across the nation. This exposure provided detailed knowledge of how corporations and individuals conduct their businesses and utilize technology.

The final two years of this specific employment were involved in detailed construction consulting in which my work was billed at the rate range of \$250-\$400/hour.

See [details](#) at bottom of this document.

Detailed Summary of Industrial Experience:

PRINCIPAL, Hannon Consulting, Hattiesburg, MS 2007 to Present

Providing consulting and training services to construction organizations in the areas of strategic corporate planning, estimating, and project controls.

SENIOR ENGINEER / CONSULTING SERVICES PROJECT MANAGER, Hard Dollar Corporation, Tempe, AZ

1999 to 2003

Hard Dollar Corporation is/was one of the top 5 suppliers of heavy-civil construction estimating and project management software applications in the world. As a senior project manager, responsibilities include providing expert client services to hundreds of heavy civil construction companies throughout the United States in state-of-the-art job estimating and project management, and providing corporate, executive and managerial diagnosis to increase client proficiencies and profit.

- Training:** Train Heavy-Civil construction contractor personnel in the use of Hard Dollar's suite of desktop and web-enabled (ASP) software applications. Sessions occur in remote group classrooms, local group classrooms, and onsite at client location throughout the United States and Canada. Typical class durations of 2-3 days per location. Conduct web seminars for training, consulting, coaching, and troubleshooting purposes.
- Marketing:** Assist sales and marketing division by conducting product demonstrations at potential client locations and via the Internet.
- QA Testing:** Lead Tester for new version software beta releases, bug patches and custom enhancements of desktop and ASP applications.
- Technical Writing:** Author technical documents including whitepapers, How-To, FAQs, Tips & Tricks and User Guide data. Document client processes relating to implemented procedures for client's personnel as well as consulting proposals and work documentation, and Proposals and Findings Reports.
- Implementation & Consulting:** Member of Hard Dollar Corporation's Expert Services team that provides consulting services at the client's site. Services include assistance and direction in the creation of data-bases, "best practices" and procedural directions concerning the heavy-civil industry based upon Hard Dollar's proprietary Ideal Business Model (IBM), Ideal Organizational Model (IOM), and Ideal Financial Model (IFM), expanded usage of existing features in Hard Dollar software, design-creation-implementation of data processes and exchange between Hard Dollar software and other third-party software systems (accounting, office-suite applications, scheduling), gap analysis, and Long Term Business Planning (workshop series lasting 3-14 months).

ESTIMATOR / COST ACCOUNTANT, Pavers, Inc./Rock Products, Inc./RPI Trucking, Inc., Davis, OK

1997 to 1999

Pavers, Inc. (and MidSouth Pavers, Inc.) is a heavy-civil general contractor with associated HMHL Asphalt manufacturing, aggregate mining, and trucking. The company performed department of transportation work for the states of Oklahoma and Texas, including bituminous

paving, asphalt milling, earthwork, and storm drainage. Principal Manager in the re-establishment of this dormant construction company. Implemented accounting software and procedures for three separate firms using Timberline Gold Standard. Responsibilities included all estimating and scheduling functions.

Key member in taking the company from ground zero to \$15 million in annual revenue in 14 months. Examples of management oversight include two mobile asphalt plants, 25 active trucks, activation of 400 ton per hour aggregate quarry, 1 dirt crew, 1 HMHL crew, and two concrete structure crews. Prepared documentation for \$2 million bond claim. All contract administration and submittal responsibilities. Average bidding volume of \$20 million per month as sole estimator.

ASSISTANT SUPERINTENDENT / FIELD ENGINEER, Western Plains Construction Co., Lincoln, NE

1995 to 1997

Western Plains is a heavy-civil general contractor with approximately \$60 million per year in revenue. The company profile included 4 mobile PCC plants and 2 asphalt plants, and department of transportation (DOT) projects in Nebraska, Kansas and Oklahoma. Primary responsibilities included logistical estimating functions, preparation of DOT proposals, payroll, cost coding, production reports, change orders, contract administration, and deputy filed supervision of Tulsa area projects, which had volume of \$25 million in construction.

GRADUATE ASSISTANT

University of Oklahoma, College of Architecture Computer Lab, Norman, OK

1994 to 1995

While completing the Master's degree requirements, assisted students in the use of software and hardware. Functions included operating printers, plotters, and digitizers, and extensive use of CAD and GIS software.

CHIEF ESTIMATOR, Pavers, Inc., Davis, OK

1992 to 1994

Pavers, Inc. was a 12-year-old contractor that grew in volume of \$5 million in 1992, to \$15 million in 1994. This heavy civil company competed in work for mass excavation, paving, utilities contracting and general public and private contracts. The company has two regional satellite offices with stationary asphalt plants across the state of Oklahoma. Responsibilities included incorporating the use of computers and using digitizers to use for estimating and quantity take-off. Incorporated cost-loaded, resource-driven CPM scheduling. Developed equipment-cost database system. Performed claims analysis and preparation (and won all arbitration). Developed contract administration system and procedures.

ESTIMATOR / PROJECT MANAGER, Southwest Paving Company. Inc., Oklahoma City, OK

1990 to 1992

Southwest Paving Company was a heavy civil, general and specialty contractor in excavation, PCC and bituminous paving and storm drainage construction. The company performed work for public and private sector clients. Primary responsibilities included estimating, bidding, and scheduling, and incorporating computerized estimating and digitized volume and surface quantities.

JUNIOR ESTIMATOR, Francis O. Day Company, Inc., Rockville, MD

1987 to 1990

The Day Company is a \$160 million heavy civil general and specialty contractor working in excavation, paving, storm drainage, bridges, and utilities. The company completed public & private contracts. Primary responsibilities included performing digitized take-off, contract and change-order management, bid and schedule submission, claims preparation, developing a database-tracking system for bid submission, contracts, and pay quantities.

ESTIMATOR-Ace Carpentry, Inc., Manassas, VA

1988-1989

Prepared take-off, estimates, and bids for single-family housing. Cost Accounting.

CONCRETE CREWMAN-Canam Construction Company, Inc., Edmond, OK

1982-1986

Laborer; layout; tied reinforcing steel for slabs; pump-man for multilevel lightweight, elevated slabs; form-pour-strip concrete structures; grade preparation; warehouse manager.

CARPENTER-Hoda Corporation, Inc., McLean, VA

1979-1980

Framer on single family housing construction jobs.

Onsite Contractor Training and Implementation Consulting for Hard Dollar Corporation (Estimating & Project Controls):

1. Phillips & Jordan, Zephyrhills, FL June 22-23, 1999
2. John Gorsky Construction, Visalia, CA July 1-2, 1999
3. Carroll & Carroll, Macon, GA July 7-9, 1999
4. Allied Technologies, Fremont, CA July 16-17, 1999
5. Whissell Contracting, Calgary, AB July 22-23, 1999
6. Connolly Pacific, Long Beach, CA July 29-30, 1999
7. O.L. Thompson, Goose Creek, SC August 12-13, 1999
8. Railroad Services, Lakeville, MN August 19-20, 1999
9. J.S. Sweet, Cambridge, IN August 26-27, 1999
10. Southern Concrete, Albany, GA August 30-31, 1999
11. Empire Wrecking, Reading, PA September 8-10, 1999
12. Omni Construction, Omaha, NE September 20-22, 1999
13. Ahtna Corporation, Eagle River, AK October 4-5, 1999
14. Corte Construction, Bluefield, VA October 15-16, 1999
15. Pipelayers, Inc., Phoenix, AZ October 21-22, 1999

16. Big D Lining, Midland, TX October 29, 1999
17. CNM Paving, Camarillo, CA November 1-2, 1999
18. Jacobs Engineering, Anchorage, AK November 15-16, 1999
19. Holloman Construction, Odessa, TX December 13-14, 1999
20. Valley Engineering, Fresno, CA December 20-21, 1999
21. Morrison Knudsen, Seattle, WA January 12, 2000
22. Ghilotti Construction, Santa Rosa, CA January 13-14, 2000
23. Trotter Construction, Indianapolis, IN February 21-22, 2000
24. Tri Mor Inc., Twinsburg, OH February, 24-25, 2000
25. Alaska Interstate Const., Anchorage, AK February 27-29, 2000
26. Ghilotti Brothers, San Rafael, CA March 2-3, 2000
27. Ghilotti Construction, Santa Rosa, CA March 4, 2000
28. Hi-Way Paving, Hilliard, OH March 20-21, 2000
29. The Briar Corp., Lake Monroe, FL March 23-24, 2000
30. Tri Mor Inc., Twinsburg, OH March 27-28, 2000
31. Schwarz Paving, Yukon, OK March 30-31, 2000
32. H.B. Zachry, Grand Prarie, TX April 10-11, 2000
33. C.W. Neal, Santee, CA April 12-14, 2000
34. J.W. Ebert, San Jose, CA April 18-19, 2000
35. T.J. Campbell, Oklahoma City, OK May 4-6, 2000
36. J.D. Abrams, Austin, TX May 8-9, 2000
37. ABC Paving, Detroit, MI May 12-13, 2000
38. C. Oberstar, Marquette, MI May 15-16, 2000
39. Metcalf Construction, Kailua Kona, HI May 22-25, 2000
40. Friberg Construction, Bellingham, WA June 12-14, 2000
41. Bauman Landscape, Richmond, CA June 19-21, 2000
42. Corman Construction, Annapolis Junction, MD July 10-12, 2000
43. Brunalli Construction, Southington, CT July 13-14, 2000
44. L & S Construction, Phoenix, AZ August 10-11, 2000
45. M & S Grading, Omaha, NE August 21-23, 2000
46. Schwarz Paving, Yukon, OK October 9, 2000
47. Carroll & Carroll, Savannah, GA November 1-3, 2000
48. Pitlick & Wick, Eagle River, WI December 4-5, 2000
49. L.D. Anderson, Bloomington, CA December 13-14, 2000
50. Guinn Construction, Bakersfield, CA January 10-11, 2001
51. South Coast Contractors, Fountain Hills, AZ January 25-26, 2001
52. Okemah Construction, Okemah, OK February 5-7, 2001
53. DCS Contracting, Chandler, AZ March 27-29, 2001
54. T & T Construction, Fountain Hills, AZ July 5-6, 2001
55. CRA Services, Waterloo, ON August 14-16, 2001
56. Kaikor Construction, Honolulu, HI August 22-24, 2001
57. Interlog, Tempe, AZ October 23-24, 2001
58. Stevelle Construction November 29, 2001
59. Azteca Construction, Rancho Cordova, CA January 3-4, 2002
60. Ghilotti Brothers, San Rafael, CA February 1-2, 2002
61. Schwarz Paving, Yukon, OK July 9-10, 2002

62. T.J. Campbell Const., Oklahoma City, OK July 11-12, 2002
63. Mastec, Purcell, OK November 5-6, 2002

Regional Training Courses Delivered:

These workshops included estimators and project managers assembled in one location for two 8 hour sessions. The average class size was 8 persons.

1. Estimating 101 June 3-4, 1999 Phoenix, AZ
2. Estimating 101 July 19-20, 1999 Phoenix, AZ
3. Estimating 101 July 26-27, 1999 Detroit, MI
4. Estimating 101 August 16-17, 1999 Portland, OR
5. Estimating 101 September 14-15, 1999 Phoenix, AZ
6. Estimating 201 October 18-19, 1999 Herndon, VA
7. Estimating 201 November 4-5, 1999 Nashville, TN
8. Estimating 101 December 6-7, 1999 Phoenix, AZ
9. Estimating 201 December 8-9, 1999 Phoenix, AZ
10. Estimating 201 December 16-17, 1999 Mississauga, Ontario
11. Estimating 201 January 10-11, 2000 Portland, OR
12. Estimating 201 January 24-25, 2000 Atlanta, GA
13. Estimating 101 February 7-8, 2000 Dallas, TX
14. Estimating 201 February 10-11, 2000 St. Paul, MN
15. Estimating 101 February 14-15, 2000 Phoenix, AZ
16. Estimating 201 February 16-17, 2000 Phoenix, AZ
17. Estimating 201 March 16-17, 2000 Phoenix, AZ
18. Estimating 101 April 3-4, 2000 Phoenix, AZ
19. Estimating 101 April 27-28, 2000 Denver, CO
20. Estimating 201 May 18-19, 2000 Chicago, IL
21. Estimating 101 July 17-18, 2000 Minneapolis, MN
22. Estimating 201 August 7-8, 2000 San Diego, CA
23. Estimating 201 October 5-6, 2000 Atlanta, GA
24. Estimating 101 December 7-8, 2000 Washington D.C.
25. Estimating 201 January 29-30, 2001 Phoenix, AZ
26. Estimating 201 February 1-2, 2001 Jacksonville, FL
27. Estimating 201 March 13-14, 2001 Chicago, IL
28. Estimating 201 June 7-8, 2001 Phoenix, AZ
29. Estimating 101 June 21-22, 2001 Baltimore, MD
30. Estimating 101 December 6-7, 2001 Phoenix, AZ
31. Estimating 201 January 15-16, 2002 Phoenix, AZ
32. Estimating 101 January 17-18, 2002 Phoenix, AZ
33. Estimating 101 June 5-6, 2002 Toronto, Ontario
34. Estimating 201 June 27-28, 2002 Columbus, OH
35. Estimating 101 February 19-20, 2003 Phoenix, AZ

**Onsite Consulting for Hard Dollar Expert Services Group:
(Knowledge Base Development, Strategic Long Term Business Planning, Financial,
Organizational, and Process Model Development):**

Marcon Inc., Nampa, ID

April 2-20, 2001

May 14-18, 2001

March 30-April 3, 2002

Fox Contractors, Ft. Wayne, IN

August 9-10, 2001

September 25-28, 2001

February 18-21, 2002

March 4-8, 2002

April 15-19, 2002

April 29-May 3, 2002

May 13-18, 2002

August 13-14, 2002

Delaney Construction, Gloversville, NY

July 31-August 2, 2002

August 20-22, 2002

October 31-November 1, 2002

November 18-22, 2002

January 27-31, 2003

February 5-9, 2003 (St. Thomas, U.S. V.I.)

Kaikor Construction, Honolulu, HI

February 11-13, 2003