



# James D. "Sonny" Smith

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## Personal Data

Date of Birth: October 11, 1944  
Marital Status: Married  
No. of Children: One  
Weight: 210 Lbs.  
Health: Excellent

## Education

Georgia Tech  
Southern Tech  
Georgia State  
John Marshall School of Law

## Experience

### *December 1989 to Present*

City of Lakeland

### *April 1988 to November 1989*

D.A.B. Constructors, Inc.

### *May 1987 to September 1989*

Senior Project Manager with Escoe Green, Inc.  
A Public Utilities Company

### *May 1986 to May 1987*

Project Manager with Coastal Plains, Inc.  
A Fiber-Optic Telecommunications Company

### *April 1979 to May 1986*

Area Manager with Wright and Lopez of Florida, Inc.  
A Telecommunications Company

### *February 1978 to April 1979*

Cone Brothers Contracting Company; Tampa, Florida  
Paving, Grading, Sewer and Water

### *January 1976 to January 1978*

Self-employed; Dub Smith Contracting Company  
General Contracting; Primarily Sewer and Water, Paving and Grading

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***January 1975 to January 1976***

Project Manager with a multi-million dollar engineering and contracting firm: Rush Engineering; Anderson, AL. Scope of fiscal management was in excess of eight million dollars. Assumed complete managerial control and operational tasks.

***November 1969 to January 1975***

Owner of S & F Contracting Company  
Sewer and Water; Paving and Grading

***November 1966 to 1968***

Served in the U. S. Army; Honorable Discharge. ETS at the rank of E6.  
Decorated for Valor.

**Areas of Professional Competence**

Personal Management and Supervision at any level. Fiscal Management of Budgeting, estimating, and Cost Accounting. Extensive knowledge of building codes, zoning restrictions and legal criteria to construction management. Also, knowledge of labor relations, contract negotiation procedures, safety regulations (OSHA Title 29 Use), fire prevention codes (NFPA) and pertinent electrical codes.

**Summary of Experience**

- ❑ In my duties as company owner, supervisor, and laborer, I have obtained, with a lot of help from others, a complete well-versed knowledge of all forms of construction management from multi-family housing and road construction to high-rise buildings. I also have a complete working knowledge of all site work and utilities, including mechanical construction of hospitals.
- ❑ While employed with Rush Engineers, at one time as General Superintendent in charge of ten different job locations with each over one million dollars, each returned good profits for the owners and developers.
- ❑ While self-employed, I specialized in site work and underground utilities, doing high-rise buildings where the whole contract had to be obtained to get utilities.
- ❑ While employed with Cone Brothers, I was assistant to the Vice-President, Richard Fagan, in charge of miscellaneous contracts, dealing in paving and grading curbs for Cone Brothers Contracting Company.

- While I was Area Manager in charge of the north Area of the state of Florida for Wright and Lopez, Inc., we dealt only in telecommunications for Southern Bell Telephone. In my district, at the time, we employed 157 people divided into 33 crews, 6 district managers and 3 offices. We grossed over \$450,000.00 per month and were returning a very good profit.
- While I was Project Manager at Coastal Plains, Inc., I was in charge of three projects; one in west Texas for Sprint, one in Sumter, South Carolina for MCI, and one in Washington, D.C. All three returned above-average profits; all three grossed over ten million dollars.
- While I was Project Manager for Escoe Green, Inc., the company grossed over fourteen million dollars in the first year alone. Prior to my joining Escoe Green, they were grossing only about six million dollars per year. Being one of only two Project Managers, I feel that I was a major part of the growth of this corporation.
- As Project Manager for D.A.B. Constructors, Inc., of Brandon, Florida, a road building company including earth wall bridges and all major utilities, worked only for the Department of Transportation.
- The Hillsborough County project was a 4.5 million dollars project. We made a large profit on this project.
- No. 13130-34371, State project in Manatee County, this 9.5 million dollar project has also shown a very good profit.
- Project No. 13130-34401 in Manatee County, a 2.5 million dollar project completed April 30, 1980.
- Project No. 151015150-3571, a 7.75 million dollar project in Tarpon Springs, went well and showed a profit.
- A small bridge at Frog Creek in Manatee County, a 1.75 million dollar project.
- At present, I am Chief Engineering Inspector for the City of Lakeland. My duties require Inspection of all site work and development in this City to include clearing, grading, curbs and gutters, sub-base, paving, storm water runoff, sanitary sewers, water pipe installation, etc.

Excellent references available upon request