

# Matthew Reimer

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<http://matthewreimer.weebly.com>

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## ACHIEVE – IMPROVE - INSPIRE

Professional and personal accomplishments are no accident. They require organized plans and performance to reach success. I have found that my foundation lies in my desire to achieve, improve, and influence.

**Achieve** - Perform and succeed. Accomplish the challenges presented.

**Improve** - Look beyond. Even when nothing is missing, there is always the opportunity to excel further.

**Influence** - Leave an impression. Interact with a purpose and inspiration.

When opportunities and goals present themselves, these traits help evaluate the fit of that situation. I desire to be surrounded by like-minded people with similar traits willing to push for excellence. While there are past examples of these traits throughout my professional career and personal life, it is the future that excites me to with new achievements, continuous improvements, and indelible influence.

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## PROFESSIONAL SUMMARY

High performance Construction Professional & Entrepreneur with extensive Project Management, Business Development, and Operational Leadership expertise gained through 20 years of employment and as a corporate principal in the construction industry. Demonstrated success in the construction market built through visionary growth, customer satisfaction, and managed profitability. Solid track record of retaining loyal clients while developing new relationships by increasing product offerings. Excels at building new business opportunities and maximizing existing ones. Exceptional coordinator and organizer with innate leadership abilities.

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## AREAS OF SUCCESS

Project team integration and leadership	Full project development from conceptual planning, design, permitting, to acceptance
Contract negotiation, execution, and implementation	Proactive customer development and relationship management
Project scheduling & on-time delivery	Strategic planning and execution
100% Customer satisfaction	Team leadership and organization
Corporate and project start up and organization	

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## EDUCATION & PROFESSIONAL LICENSES

**Bachelor of Technology**, University of North Florida, 1994  
**Certified General Contractor**, State of Florida  
**Commercial Pool Contractor**, State of Florida  
**Certified Solar Contractor**, State of Florida  
**General Contractor**, State of Georgia  
**Certified Lead Renovator**, U.S. EPA, R-I-8865-10-08551

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## REFERENCES

Available upon request

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## PROFESSIONAL EXPERIENCE

### **Intracoastal Builders Corporation**, Jacksonville Beach, Florida **President** (2001-Present)

*Founder and President of General Contracting, Eminent Domain Consulting, Commercial Swimming Pool Construction, Solar Contracting Corporation with annual average revenues exceeding one million dollars. Established business from ground up to expand and grow from single general contracting market into aquatic, solar, and eminent domain markets.*

- Continuous development of a repeat customer base with 100% satisfaction rate since inception.
- Maintained profitable company through the economic downturn that affected the construction industry.
- Complete Project Management of all phases of construction projects from conceptual design, through permitting, construction, and completion.
- Extensive first-hand experience with governmental authorities and permitting in multiple jurisdictions.
- Expert Witness testimony and litigation support services for construction cost estimating in right of way acquisitions for Florida Department of Transportation and private sector clients.
- 100% project profitability and on time delivery
- Developed business specific invoicing and estimating software for use in providing cost estimates for eminent domain right of way acquisitions.
- Led acquisition of Barnes Development Corporation by Intracoastal Builders in 2009

### **PRS Race Timing, LLC**, Jacksonville Beach, Florida **Managing Partner** (2013-Present)

*Founder and managing partner of event planning and race timing company for running road races.*

- Created corporate model from a hobby into a successful and profitable secondary business.
- Complete full event planning including permitting, marketing, advertising, sales, and business development.
- Project management of multiple events and races on multiple weekends per month.

### **Are You In., Inc.**, Jacksonville Beach, Florida **Board of Directors** (2011-Present)

*Founder and member of Board of Directors of Are You In., Inc., a 501(c)3 non-profit corporation.*

- Established Are You In, Inc., a 501(c)3 Not For Profit organization, created to promote healthy lifestyles while celebrating friends, family, and life while helping anyone who is at a point in their life where they may need a lift. As a continuous member of the Board of Directors,
- Are You In, Inc., continues to host fishing tournaments, runs, tailgating events to raise money for other local non-profits and people in need in North Florida.

### **Stellar (f/k/a The Stellar Group)**, Jacksonville, Florida **Senior Project Manager** (2000-2002), **Project Manager** (1996-2000), **Field Engineer** (1994-1996)

*Development, estimating, and management of simultaneous projects including the following selected projects valued at up to \$12.5 million at various locations across the United States.*

- Selected as part of startup staff to establish Western Region branch office in California for Florida based company. As part of this group grew regional office from ground up to \$28 million in annual revenue in 4 years.
- Fast ascent to Senior Project Manager position within six years of start of employment.
- Instrumental in creating cost control report for construction projects still used to date.
- Completed projects in all regions of the United States including Florida, Ohio, Illinois, Texas, Oklahoma, Arizona, & California.
- Established customer relationships leading to repeat business on a continual basis.