

Terry L. Hicks

5399 Third Street
St. Augustine, FL 32080

561.267.3109
Hicks3456@yahoo.com

PROFILE

Senior Leader and Professional in Operations Management in outstanding companies. Highly innovative with deep and broad experience and accomplishments in driving operational efficiency, quality optimization, performance of due diligence, contract negotiations and financial management. Global experience includes leading organizations and projects in United States, China, India, Korea, Japan, Mexico, Europe, and Canada. Outstanding success as senior leader in teambuilding, collaboration, continuous improvement, analytical strategic analysis, capital planning and execution, and delivering outstanding cost efficiencies. Highlighted Strengths Include:

- Building and developing outstanding teams
- Interpersonal skills and influence
- Deep expertise in real estate & workspace
- Global knowledge and experience
- Driving quality results, on-time, on-budget
- Sustained relationships with boards
- Sustained internal / external client satisfaction
- Broad business & financial acumen

PROFESSIONAL EXPERIENCE

SACRAMENTO MUNICIPAL UTILITY DISTRICT, Sacramento, CA

Feb 2016 – Mar 2020

Leader of Facilities and Security Operations

Direction of Real Estate, Facilities, Construction, and Security for dynamic customer owned utility. Responsible for \$150 Million in construction, \$27 Million facility budget, 50-person professional staff, strategic allocation of spend, 50 person represented facilities workforce and 50-person proprietary security force. Leading workplace conversion of new headquarters to open collaborative high-tech workspace. Establishment of strategic portfolio plan to directed path for 20 year entire facility portfolio. Drive facilities from reactive organization to proactive service-oriented group with programmatic maintenance plan for all facility operations.

PORT Of CANAVERAL, Cape Canaveral, FL

2014 – Feb 2016

Senior Director of Construction, Facilities and Engineering

Leader of all development activities across engineering services organization encompassing Real Estate, Facilities, Capital Planning, Construction, and Engineering. Directed annual spend of \$80M for multiple projects including offices, civil projects, capital renovation, and \$11 Million facility maintenance budget.

NEXT ERA ENERGY, INC., Juno Beach, FL

2008 – 2014

Vice President of Corporate Real Estate

Leader of all real estate and facilities activities across organization encompassing Real Estate, Facilities, Capital Planning, Construction, and Strategic Portfolio Planning. Managed portfolio of five million plus square feet and services organization of 200 individuals. Directed annual spend of \$80M for multiple projects including offices, expansions, plant and capital renovation, and real estate acquisition.

- Directed environmental, sustainability and green programs and establishment of LEED for HQ campus
- Developed 10-year Strategic Portfolio Master Plan resulting in sales of \$65 Million
- Reduced annual facilities maintenance spend by \$2.8M while improving service levels
- Skilled at interaction with municipal officials to obtain entitlements, and ensure schedule
- Led service outsourcing effort resulting in \$3 Million savings annually
- Facilitated the introduction of collaborative open concepts solutions to modernize workspace

HOME DEPOT CORPORATION, Atlanta, GA

2006 – 2008

Director of Construction – Special Projects

Leader of all special projects to support retail expansion activities globally. Projects included international startup, lease negotiation, new concept development, new store formats, conversions, expansions, logistics, and strategic business development.

HONEYWELL CORPORATION, Morristown, NJ

2000 – 2006

Corporate Director of Operations and Construction

Global direction of corporate development projects, including creation and implementation of strategic process for projects throughout corporation. Lead construction in India, China, Korea, Japan, Europe, Mexico, Canada and throughout US.

- Optimized site selection and negotiation
- Multiyear portfolio optimization analysis
- Managed project budgets to \$70M
- Established global project methodologies

SVERDRUP / JACOBS ENGINEERING, Orlando, FL

1988 – 2000

Project Director

New project planning, business development, design / engineering of facility projects and construction management. Responsibilities included; division financial management, business development and resource allocation; development of contracts between both owner and subcontractor.

- P&L responsibility for multiple client accounts ranging from \$20 – 25M
- On-time and on budget for all projects
- Provided outsourced facility service via task order system to accomplish facility and new construction tasking for major companies across United States
- Led growth that increased to \$50 million in annual revenue while improving overall profit margin to 24%

MILITARY EXPERIENCE

Engineering Officer – responsible for industrial modernization improvement projects for DOD suppliers

Contracts Officer – contracting officer for major aircraft assemblies

EDUCATION / CERTIFICATIONS

Master of Science (MS)

Texas A&M University, Commerce, TX

Bachelor of Science (BS)

Southern Illinois University, Carbondale, IL

- Architectural Engineering Law, Auburn University
- Contract Law and System Engineering, Air Force Institute of Technology, WPAFB, OH
- FEMA NIMS Emergency Management Institute 100, 200, 300, 700 and 800 training
- OSHA 10 and 30 hour certification; US Stormwater Certification
- 6 Sigma “Green Belt” Certification, Honeywell International, Total Quality Management
- BOMA Facility Manager Certification

<https://www.linkedin.com/in/terrylhicks>

Terry L. Hicks

October 18, 2021

I respectfully request the investment of a few minutes of your valuable time to review my attached resume and qualifications for the position of City Manager for Palm Coast.

I have significant operational and leadership experience in planning, sourcing, developing and management of operations, people and projects. I possess versatile skills that have been developed through extensive experience in all aspects of the operations field. I have built my capabilities over a successful career, during which I have been very fortunate to work with, and built, great teams. In each assignment, I have learned a great deal from outstanding colleagues. Fundamentally, my accomplishments are based on consistent success in understanding current and evolving business needs and managing operations in ways directly linked to the success of business strategies and goals.

Areas of expertise, experience and accomplishment include:

- Building, developing, and motivating teams of high-quality professionals
- Strategic leadership and influence driving innovation, change and implementation through continuous improvement of processes and skills
- Management of operations in complex environments
- Six Sigma Green Belt Certification
- Past experience as Air Force contracting officer and program manager
- Security, Environmental Health and Safety issue management
- Capital and expense planning, allocation and forecasting
- Sourcing and management of Service providers
- Interpersonal skills and effectiveness in both people and task leadership
- Written and verbal communication and presentation skills
- Concurrent multiple project management for multiple locations

I ask for a further investment of your time to personally discuss your needs and my capabilities. Based on what I have learned about your fine organization, and what I know of my own abilities, I sincerely believe that doing so presents an opportunity for you to gain a meaningful return on the time that I am asking you to invest.

Thank you for your time and consideration.

Sincerely,
Terry L. Hicks

Reference List for Terry Hicks

Ramesh Iyenger, Project Management Director
Sacramento Municipal Utility District
rameshlkumar@gmail.com
510-731-7269

Esther Kennedy, Strategic Business Planner, Sacramento Municipal Utility District
Esther.kennedy@smud.org
916-247-3843

David Beckemeier, Project Director, Jacobs Engineering Co.
davidbeckemeier@gmail.com
(407) 948-2111