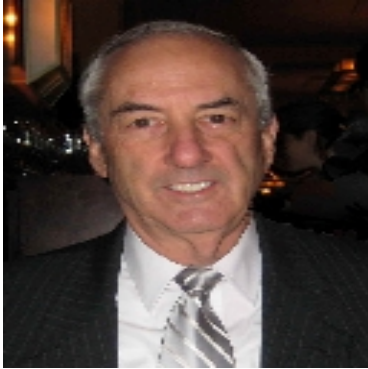




AAA Mediation.org™

FN-2181550 MN-2181550 LN-2181550

Salem, Connecticut



Current Employer-Title Perkins Group, LLC – Principal

Profession Consultant, Arbitrator, Mediator, Educator

Work History President, Perkins Group LLC, 2008-Present; Project Director, Mohegan Tribal Gaming Authority, 2006-2008; President, Landscape Florida, 2005-2006; Vice President Strategic Development, Maloof Sports and Entertainment, 2003-2005; President, Querencia Properties, 2003-2005; Senior Vice President, Hillwood Development, 1998-2000; Senior Vice President, Florida Panther Holdings, 1997-1998; President, Events and Attractions Group, National Basketball Association, 1995-1997; President, Kiel Center Partners Board Member St. Louis Blues Hockey Club, 1992-1995; President-Facilities Development and Management Group, Madison Square Garden, 1987-1992; President, The Transportation Group, 1984-1987; Director Services Division/General Manager Vista United Telephone/Vice-President WED Transportation Systems, The Walt Disney Companies, 1968-1984.

Experience Construction-Project Development:
Integration and delivery of planning, design, budgeting, procurement, change order negotiation, construction and operation of large complex projects. In this capacity has managed the interface of planners, architects, engineers, construction managers, sub-contractors and owners. Specific experience selecting, contracting and managing Architects, Engineers, Construction Managers, Sub-Contractors, Project Procurement, Scheduling, Budgeting, Change Order Negotiation and Field Operations. Knowledgeable of AIA documents and the different contract forms used for the development of projects.

Has led the development of major construction projects ranging in value from \$10 million to \$1 billion including professional sports arenas and real estate developments.

Mediator Experience Ninety percent (90%) successful resolution of over 325 cases mediated.

Successfully mediated numerous disputes involving owners, architects, engineers, contractors, sub-contractors, municipalities. Have mediated successfully multi-party disputes.

In mediation, apply the understanding of the interests and roles of the parties in the project development cycle having worked as a contractor, an owner's representative and am intimately

familiar with the design/engineering process based on being responsible for several large "fast-track" projects.

Representative Issues Handled as a Mediator

The impacts of ambiguous construction documents on Owner and Contractor

Architects delivery of project documents coordinated with the contractors need for documents

Change order negotiation

Contractor & Owner Dispute regarding completion of punch list and final payment

Impact of project changes on project schedule

Impact of project changes on project cost

Defining responsibility for non-performance of project team members

Various civil matters including landlord tenant, housing liens, non-payment of obligations, and defining responsibility.

Landlord Tenant Matters

Commercial Contracts.

Mediator Style & Process Preferences

I approach mediation as the first and best opportunity to resolve disputes in the Dispute Resolution Process. A large part of my role is to change the tone from winning and losing to mutually resolving to each parties satisfaction issues that have developed.

Setting the tone for solution by earning the trust of all parties allows to me to keep communication open, separate people from the problem, identify areas of agreement and to continually narrow issues. I work to identify and separate extraneous issues in order to develop the core issues, help the parties expand options and find common ground for the core issues.

I work continually to help the parties separate facts from hearsay.

Committed to keeping the parties focused on solutions and help them understand the risks and exposures of not reaching agreement.

Education

University of Southern California (MBA, Finance-1967; MBA, Business Administration-1968);
Ohio State University (BS, Industrial Management-1965).

Professional Licenses

40 Hour Mediation Training, Quinnipiac University

Professional Associations

Connecticut Mediation Association - Board Member; Center for Mediation and Collaboration - Rhode Island - Program Committee; Association for Conflict Resolution; St. Louis Civic Entrepreneurs (Past President); Dallas West End Association (Past Board Member); New York City 34th St. Business Improvement District (Past Board Member); Institute of Electrical and Electronics Engineers (Past Communications Policy Board Member); Florida Telephone Association (Past President).

Locations Where Parties Will Not be Charged for Travel Expenses

Connecticut
Rhode Island
Western Massachusetts
Westchester County, NY

Mediation Rate

\$1,500 Per Day

Languages

English

Citizenship

United States of America

Locale

Salem, CT

The AAA's Rules provide the AAA with the authority to administer a mediation including, mediator appointment, general oversight and billing. Accordingly, mediations that proceed without AAA administration are not considered AAA mediations, even when the parties select an mediator who is on the AAA's Roster.

The information contained in this resume has been supplied solely by the individual mediator and may, or may not, be a complete recitation of their experience. The AAA assumes no responsibility for the content, completeness, accuracy, or reliability of the information contained in a mediator's resume. If you have any questions about a mediator's experience or background, you are encouraged to contact your case manager.

Mediators on the AAA Roster are not employees or agents of the AAA.