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**FN-4862485 MN-4862485 LN-4862485**

**Woodland Hills, California**

**Current Employer-Title** Dunn Development Company - President

**Profession** Construction and Development Industry Professional

**Work History** President, Dunn Development Company, 1989-Present; Arbitrator, Arbitration Mediation and Conciliation Center, 2015-Present; Community Manager, The Newhall Land and Farming Company Inc., 2006-2008; Project Manager, Lennar Homes of California Inc., 2003-2006; Project Manager, Saddletree Development Company, 1988-1989; Construction Manager, The Pacifica Corporation, 1986-1988; Project Manager, M. J. Brock & Sons Inc., 1983-1985; Project Superintendent, Metropolitan Development Corporation, 1977-1980.

**Experience** Forty-two years of construction industry experience, including eight years of hands-on service in construction field operations and over 30 years of construction and development management experience.

Responsibilities have included supervising and/or managing site and infrastructure development, the construction of large single-family and multi-family residential and mixed-use projects, supervising commercial construction and tenant improvements, and managing purchasing, contracting, budgeting and scheduling for development projects in Los Angeles and Ventura Counties. Extensive experience in financial planning, land entitlements, development processing and governmental relations. In-depth experience with municipal and county planning, building and safety and other public agencies. Intimate knowledge of construction contracting, subcontracting, contract administration and risk management. Experience developing condominium plans, establishing CC&Rs and HOA entities, managing numerous HOAs as a Developer Board Member, negotiating development and low-income housing agreements with public agencies, and administering joint-venture development projects.

Licensed general contractor and President of general contracting firm since 1989. Extensive experience in the new construction and remodeling of luxury custom homes, construction defect repairs on single-family and multi-family projects, and large apartment and condominium rehabilitation projects.

Construction and development consultant to development firms, high net-worth individuals and large homeowner associations. Extensive service as Owner's Representative on a variety of construction, infrastructure, site maintenance and rehabilitation projects in Los Angeles and Ventura Counties since 2007. Assist HOAs in the resolution of encroachment, CC&R compliance and enforcement, neighbor dispute and policy issues.

Expert witness and litigation consultant on construction defect and other construction litigation matters since 1992, with work for plaintiffs and defendants in approximately equal amounts. Analyze construction conditions, defects and project histories. Develop opinions regarding standard of care and building code compliance issues. Identify parties responsible for construction deficiencies and assist in the development of repair recommendations. Prepare repair cost estimates of up to \$36,000,000 for as many as 470 residential units in a single case. Consult with attorneys and private parties on insurance claims, trust matters and other construction and real estate related issues.

Qualified as an expert in Los Angeles County, Orange County, Ventura County and United States Federal Court, Central District. Substantial experience testifying at arbitration and trial proceedings.

<b>Mediator Experience</b>	Mediated fee disputes between architects and owners, and multi-party claims between contractors and owners in construction defect disputes.
<b>Representative Issues Handled as a Mediator</b>	Issues include compliance with architectural service and fee agreements, the reasonableness of billable time spent performing architectural design work, compliance with plans and specifications, adherence to construction industry standards for public works improvements, establishing the cost of repair, the allocation of percentages of financial responsibility for repair, and determining the scope of financial damages.
<b>Mediator Style &amp; Process Preferences</b>	<p>Mediation is sometimes described as a process, or even as a dance, with universal rules and predictable phases common to all disputes. To some extent this accurately describes the dynamics of mediation, a guided negotiation that seeks out a mutually acceptable formula for the reconciliation of opposite legal and financial bargaining positions. But in my experience mediation is anything but predictable. It is precisely the mediator's job to promote the fluidity of the process, to develop incentives for the disputants to adjust their negotiating positions in their own best interest. Every case has its strengths and its weaknesses. The mediator, with his or her unique perspective as a neutral dispute resolution professional, must point up these strengths and weaknesses to the parties in order to emphasize the risks of not settling their dispute.</p> <p>Beyond that, the mediator has to think creatively to fashion a deal that will satisfy the overarching business and financial priorities of the parties. The best mediators, in my experience, focus on the development of a business deal against the backdrop of the risks and uncertainty of a court proceeding. In my view this is the exciting opportunity that mediation affords. It is truly an exercise in the art of compromise. The future conduct and performance of the parties is negotiable. The amount of money or other forms of value exchanged is negotiable. The terms of payment are negotiable. In short, all things are possible in mediation in a way that is not true of arbitration or a court proceeding. It is an old saw that no one comes away from a mediation fully satisfied, but it is also true that no one need come away completely dissatisfied. Mediation is not a zero-sum game. Both parties must achieve some positive result if the mediation is to reach a successful outcome.</p> <p>If mediation is a dance, it is most certainly not an easy dance. It is very, very hard work. It requires a mediator with substantial litigation and dispute resolution experience, strong negotiating skills, patience, intuition, empathy, the gift of persuasion and a commitment to do the heavy lifting necessary to bring the parties to agreement.</p>
<b>Education</b>	Johns Hopkins University, (MA, with distinction-1982); UCLA (BA, magna cum laude, high honors, Phi Beta Kappa-1977).
<b>Professional Licenses</b>	California Contractors License #575505, Classification B.
<b>Professional Associations</b>	Member, Building Industry Association of Southern California, LA/Ventura County Chapter; Member, National Association of Homebuilders; Professional Member, Forensic Expert Witness Association.
<b>Mediation Rate</b>	\$400 Per Hour
<b>Languages</b>	English, Italian
<b>Citizenship</b>	United States of America
<b>Locale</b>	Woodland Hills, CA

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.