



EXECUTIVE VICE PRESIDENT

# DONALD G. SHERMAN, PE

## OVERVIEW

Mr. Sherman has served as program director for large CAPEX project and program development, management, leadership, and training. His leadership and training enable companies and developers to consistently win and deliver large engineering, architecture, and IT/telecom infrastructure programs and projects. Since 2000, he and his teams have led over 1,000 strategic pursuits with an 80%–win rate, resulting in over \$10 billion in fees.

## AREAS OF EXPERTISE

Program and Pursuit Management: Mobilization, Strategic Planning, Studies and Investigations, Design, Construction, Operations and Maintenance, Decommissioning and Closeout

## EDUCATION

B. Eng. M. Eng., Civil / Environmental Engineering, B.A.. Meteorology  
Cornell University  
Ithaca, NY

Graduate Studies  
Meteorology  
University of Wisconsin  
Madison, WI

## DISTINCTIONS

Awards: Grand Conceptor, ACEC (WA SR520 Floating Bridge 2017, Hoover Dam Bypass 2011)

Publications: 33 Secrets to Successful Client-Centered Proposals, Capture Planning for Land Development Firms



## PROFESSIONAL EXPERIENCE

### PUBLIC INFRASTRUCTURE LEADERSHIP

Transportation Pursuit and Program Management

- Oregon DOT: \$1.6B Bridge Delivery Program–Program management pursuit, including program scoping, supply chain management, economic social and environmental cost/benefit analysis and delivery method strategy. Also supported development of context-sensitive design procedures manual.
- US FHWA: \$240M Hoover Dam Bypass–Program pursuit development manager for design and construction management of the world’s highest concrete arch bridge.
- Confidential Railroad Corporation: \$8B Capital Program– Program/project manager for economic and social cost/benefit analysis, risk management, procurement strategy and individual project administration and controls.
- City of Jacksonville, FL: \$2.25B Better Jacksonville Growth Management Plan– Led program pursuit, including development of program management procedures manuals, project control systems, state of the art geographic information-based asset management systems, public outreach and involvement, and work force development plans.

Public Works Program Management

- AMP-5 OFWAT, UK: £15B Office of Water, Asset Management Program– Corporate leadership and oversight for coordinated multi-client program management pursuit scoping, staff acquisition, training, planning, design, construction, O&M, information technology, and risk management for AMP 5 framework contracts. Inter-agency coordination.
- Detroit Water and Sewer Department, MI: \$2B Organization and Operational Program Development–Program/project manager for operational review and change management public agency with 3,000 employees, serving customers over 120 cities, townships and boroughs.
- Federal Agencies, Washington DC, \$1M Planning, design and implementation of secure enterprise-wide computer system for program management and budgeting for federal agencies, including USEPA, NOAA, Department of Interior and Office of Secretary of Defense.