

David Dalo

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Highly skilled and educated management professional with extensive experience in conceptualizing solutions, formulating plans, stake holder involvement, and successfully administering staff and resources within specific parameters. More than 30 years practicing well researched and detailed problem solving, involving decisive budgetary consultation, integrating staff, client, and “end-user” participation and team building for success. Utilizing demonstrated success in . . .

Professional Practices ... Management ... Supervision ... Implementation

EDUCATION

- University of Maryland – University College**, College Park, MD. Present
Doctor of Management, (DM), Focus area: Enterprise Resource Planning (ERP)
▪ Dissertation topic approved by advisory committee.
- Johns Hopkins University – Berman Institute of Real Estate**, Baltimore, MD. 24 credits
Master of Science – Real Estate Asset Management, Focus area: Portfolio and Project Mngt.
- University of Maryland – Institute for Urban Studies**, College Park, MD. 1978
Master of Arts – Specialization: Urban Planning and Design, Focus: Economic Development
- University of Maryland – Institute for Urban Studies**, College Park, MD. 1977
Bachelor of Arts – Specialization: Architecture and Urban Design
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PROFESSIONAL EXPERIENCE

- Nationwide Commercial Development Corp.**, Annapolis, MD. 2011 - present
Manager – Real Estate Development
▪ Implementing development plans for the construction of \$30 mil waste treatment facility.
▪ Managing “energy efficiency” design solutions contract for Baltimore City Government.
▪ Supervising staff of design and construction professionals, staff and contractors.
- Johnson Controls, Inc.**, Baltimore, MD. 2010 - 2011
Senior Solutions Manager
▪ Managed \$16mil energy utilization contract(s) in 54 Baltimore City owned buildings.
▪ Administered feasibility, measurement & verification and development contracts statewide.
▪ Initiated and briefed City, State and Federal officials regarding progressive energy conservation design and construction, realizing energy savings of millions of dollars.
- University of Maryland**, College Park, MD. 2001 - 2010
Director of Facilities – CMNS
▪ Spearheaded the College capital projects, including the \$85 mil Bio-Science Research Bldg.

- Formulated the College annual operations and facilities budget exceeding \$250 mil.
- Developed and presented annual College facilities and maintenance plan and budget to Dean and College officials. Facilities Management staff at UMD exceeds 600 people.

John's Hopkins University – School of Medicine (SoM), Baltimore, MD. 1999 - 2001

Senior Project Manager – Design and Construction

- Coordinated the planning, design and construction of the \$34 mil Church Home Professional Center.
- Managed the design and construction of multiple commercial, laboratory, office, etc. buildings, totaling in excess of \$100 mil annually
- Presented project operating budget(s) schedules and progress meetings to SoM Dean and officials on a scheduled basis. Presided over professional and contractor meetings.

Prince George's County Government, Upper Marlboro, MD. 1990 - 1999

Chief Architect – Economic Development

- Principal manager of the Neighborhood Business Revitalization Office (NBRO) within the County. Prince George's County is an urban County bordering Washington DC.
- Administered and facilitated community Block Grant funding in the commercial sector, and other County, State and Federal infrastructure and revitalization support grant programs.
- Testified and presented programs, on behalf of Economic Development to County Executive, County Council and various other State and Municipal committees.
- Coordinated the combined financial, design, public works and business community collaboration for the successful implementation of commercial redevelopment within the older business districts.

Anchor Commercial Development Corp., Annapolis, MD. 1980 - 1990

Vice President – Real Estate Development and Construction

- Solely responsible for feasibility studies and professional services for the acquisition of all holdings.
- Supervised all staff, crew, professional and contractor services and operations.
- Prepared Company business plan, including financing documentation to Banks and Partners.

National Association of Home Builders (NAHB), Washington DC 1978 - 1980

Director and Lobbyist – Codes, Standards & Energy

- Developed NAHB national home (and commercial) builder research and “position papers”.
- Testified on behalf of NAHB members at local, State and Federal regulatory conferences.
- Prepared, lobbied and presented specific ‘industry standards’ for building codes and regulations.

PROFESSIONAL AFFILIATIONS

Professional member: International Facilities Management Association (IFMA)

- Certified Facilities Manager (CFM) pending, should be received by 4/30/2012

Professional member: Leadership in Energy and Environmental Design (LEED)

- Certified LEED – GA pending, should be received by 5/15/2012

MILITARY SERVICE

US Army, Vietnam Era Veteran

Sergeant, served on DMZ in Korea, received two commendations. Top Secret security clearance.

Honorably Discharged as a Military Policeman (MP)