

# CLIFF R. POWELL, CGC

Wellington, FL 33414 + 561.670.3796 + cliff.rpowell@gmail.com + www.cliffpowell.net + linkedin.com/in/cliff-powell

## DIRECTOR OF DESIGN & CONSTRUCTION

Construction, Design, and Development Professional offering over 24 years of construction management, architectural and interior/exterior design, and planning experience managing multimillion-dollar commercial retail and residential construction projects. A valued leader who motivates, coaches, and develops highly productive teams.

### Value to Organization

- Managed construction and remodel projects for 750+ stores.
- Accountable for the oversight of multiple concurrent projects and multimillion-dollar project budgets.
- An unwavering commitment to community, creativity, honesty, trust, and integrity, and working across organizational boundaries to maximize business and customer objectives.
- A history of delivering projects under budget and ahead of schedule, adapting to new environments and roles, working in lean internal organizations, and working collaboratively with multiple peers and perspectives.
- Strengths in motivating, developing, delegating, and making effective business decisions, and fostering diverse viewpoints that build consensus at all levels of an organization.
- Demonstrated financial management and analysis skills utilized in defining project strategy and execution plans, process development and implementation, and managing multimillion-dollar project budgets.

### Core Strengths & Expertise

**Budget Management**

**Construction Management**

**Architectural/Interior/Exterior Design**

**Project Management**

**Site Planning & Design**

**Prototype Development & Management**

**Value Engineering**

**Process Development & Implementation**

**Financial Management & Analysis**

**Feasibility & Due Diligence**

**Rollouts / Acquisitions**

**Vendor & Contract Management**

**Photorealistic Renderings**

## PROFESSIONAL EXPERIENCE

**CONSTRUCTION AND DEVELOPMENT MANAGER – AutoNation – Fort Lauderdale, FL**

**01/2018 - Present**

America's Largest Auto Retailer is a Fortune® 500 company with 26,000 associates at over 360 new vehicle franchises across 16 states selling 33 brands including but not limited to Toyota, Honda, Ford, Mercedes, BMW, Jaguar Land Rover, and Porsche. Also, owning, and operating AutoNation-branded collision centers, AutoNation USA stores, and automotive auction centers.

Manage multiple, simultaneous construction projects from inception to completion across the nation and assure projects meet manufacturer and corporate standards. Oversee all construction functions across the portfolio, including design, planning, permitting, budgets, schedules, bidding, phasing, construction, and handover. Responsible for \$100-\$120MM annually in capital expenditures.

- Promoted to manage and oversee all design and construction management of all AutoNation collision centers. Developed prototypical specifications for AutoNation-branded collision centers to standardize construction and help reduce overall costs for new facilities, either green-field, renovation, or adaptive reuse projects.
- Introduced new consultant partnerships to AutoNation which helped improve due-diligence, feasibility, and preconstruction to increase efficiencies and decrease cost and future change orders.
- Named the resident expert on service, parts, and detail equipment, layout, and process. Value-engineering and cost-saving strategies have saved AutoNation between \$100,000 - \$200,000 per new facility and developed a process of standardizing service shop design and development. Discovered and corrected a shop layout error which would have cost over \$1MM in repairs as well as months of lost time.
- Became the go-to manager for difficult, high-stakes, or poorly performing projects for coordination, process improvement, and course correction to meet deadlines and budget without compromising design intent.

**DIRECTOR OF ARCHITECTURE & ENGINEERING – TBC Corporation – Palm Beach Gardens, FL****03/2014 – 01/2018**

*One of the nation's largest vertically integrated marketers of franchised and company-operated tire and automotive centers with \$3B in revenue and 10,500 employees throughout the U.S., Canada, and Mexico.*

Promoted to direct corporate and franchise new-store preconstruction and store development projects, prototype development, and design updates. Hold full authority for due diligence and project analysis that spans responsibility for achieving ROI and IRR targets, project approval, and the management of a \$46MM annual budget.

- Work directly with franchisees, legal teams, and operations teams on new store and prototype design, feasibility, branding, processes, and real estate contracts and lease terms. Hire and manage all external consultants for architecture and engineering on self-developed projects.
- Established partnership with a procurement company for construction material and FF&E purchases, saving \$3MM annually on new store development.
- Leveraged long-term partner relationships to alleviate project delays and additional costs due to an engineering design flaw. Partnership facilitated re-engineering design approval by local Fire Marshall and delivered an instant cost savings of \$170K.
- Slashed per-store lighting expense by 50% (\$240K annually) by value engineering blueprints and working with lighting vendor to source like-for-like lighting fixture packages for each new store.
- Sought after by the legal department based on a track record of on-time and on-budget project rollouts to lead their time-sensitive rollout of ADA credit card brackets. Brought the company into court-ordered compliance and completed the rollout \$5K under budget and one month ahead of schedule.
- Developed new prototypes for TBC Corporate-run brands (Tire Kingdom, NTB, Merchant's Tire). Reduced building costs by \$1+MM.

**SENIOR CONSTRUCTION MANAGER – TBC Corporation – Palm Beach Gardens, FL****2011 – 03/2014****CONSTRUCTION MANAGER****08/2008 - 2011**

Direct report to the Vice President of Construction & Facilities charged with the management and oversight of coast-to-coast construction projects, corporate office buildouts, executive-level project mandates, and corporate/franchise store remodels. Accountable for a \$2MM remodel budget and the management of general contractors, equipment installers, and procurement.

- Orchestrated all components of the \$16.5MM "Store of the Future" project for 756 Tire Kingdom, NTB, and Merchants Tire locations that finished on time and budget while stores remained in full operation.
- Directed and led in-house design team in building design, plan review and conceptual integrity efforts of all new stores, remodels and reimages in the US and internationally for all TBC Brands.
- Designed and managed the "Store of the Future" exterior reimage and refresh program across 130 existing store locations with limited impact to store operations and completion under budget and 100+ days ahead of schedule.
- Completed a 23-store acquisition with zero downtime to the business, reopening as the newly-branded National Tire and Battery in just 24 hours.
- Directed the planning, design, and construction of a 92K sqft corporate office spaced and orchestrated the disruption-free move of over 600 associates, completing the \$8MM project on time and budget.
- Initiated the value engineering of in-store displays and furniture that slashed display costs by two-thirds, reduced labor resource requirements by half, and delivered an overall savings of \$12.5K over the course of 750+ stores.
- Designed and managed construction on an enhanced security initiative across all three corporate offices which included the installation of ballistics glass and doors and Kevlar in lobby walls as well as assisting in the development of security procedures and protocol for associates.
- As Construction Manager, became TBC's first internal designer and space planner saving up to \$15K per location in expenses associated with conversion and remodeling supplies, overruns, restocking, and redesigns

**ADDITIONAL PAST ROLES****VICE PRESIDENT – Mike Munz Construction, Inc. – Palm Beach County, FL****1996 - 2008**

**EDUCATION & CREDENTIALS**

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Bachelor of Arts Candidate: Interior Design 2021  
Rocky Mountain College of Art & Design, Denver, CO

**Training & Development**

General Contractor's Continuing Education biennially 2006 - Current  
Virtual Design & Construction Institute: AutoCAD Technology Certificate 2015  
Gold Coast Schools: General Contractor 2003  
University of Central FL: Accredited Claims Adjuster 2007  
Arizona State University – W.P. Carey School of Business: Real Estate Development 2016

**Professional Licensure**

Certified General Contractor, FL (CGC1507871) Active  
Independent Claims Adjuster Licensing (P157343) Inactive