

# Stephen Rohrbach

## Certified Professional Constructor

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### SUMMARY

After twenty years of leadership as president of F.A. Rohrbach, Inc. and successfully transitioning the company to its new owner, I look forward obtaining a senior project management position where I can lead a team to exceed expectations and maximize project results. The projects shall have benchmarks for which I will be accountable and rewarded when they are surpassed. I shall manage my team autonomously to excite, motivate and develop. The position shall be customer facing where I can understand the client's pain, develop strategy to eliminate it, and produce results that warrant repeat service and premium pricing.

### EXPERIENCES

#### Improved Production and Quality through Capital Investment

During robust economic development period, identified the need to improve production of the workforce to capitalize on growth opportunity. Researched and identified various investments, complete with pro-forma financial statements to ultimately select equipment that **increased daily production four-fold with a higher standard of quality**. Established pricing policy that limited local competition from pursuing the same opportunity for a period of nearly ten years.

#### Established National Recognition for Quality and Performance in Construction, Bethlehem Skate Plaza

Following selection as Prime Contractor in a public bid engagement in a Design Bid Build Project delivery platform, established a collaborative environment among the customer (skateboarders), the client (public authority), designer (a skateboard enthusiast) and the construction team to complete a project that became recognized nationally for its quality of construction. Further, **actual gross profit exceeded estimated gross profit by thirty percent**.

### SKILLS

Managing client relationships

Developing/Monitoring budgets/schedules to ensure outcomes

Responsiveness in crisis management

Articulating persuasive arguments, written and oral

Leading teams to peak performance

### AWARDS

**Pioneering Award**, American Subcontractors Association

**Golden Eagle Service Award**, ASA of Central Pennsylvania

**Pyramid Award** Associated Builders and Constructors

**Excellence in Construction** American Concrete Institute, Eastern Penna./Delaware

**Certificate of Excellence in Ethics** American Subcontractors Assoc.

**National Construction Best Practices Award** American Subcontractors Association

## **Managed Single Project accounting for nearly 35% of Annual Revenue and 45% of Gross Profit, Bethlehem Steel Stacks**

Following selection as Prime Contractor in an Constructor Manager as Agent Project delivery platform, **offered value-added designs and services to increase original contract value by over thirty percent and closed the project with a 31.5% gross profit margin.** Further, recognized for quality of construction by state industry association. The Bethlehem Steel Stacks became recognized as the premium outdoor entertainment and arts venue in the Lehigh Valley, Pennsylvania.

## **Co-Authored Technical Report detailing specifications for the use of Concrete in Green Construction, ACI 522 Committee**

Advanced the use of pervious concrete as an alternative construction material to reduce runoff rates and protect water supplies. As a member of American Concrete Institute Committee 522, provided a constructor's practical knowledge and application of means and methods for constructing pervious concrete pavements. **The body of work became the master specification for construction of pervious concrete pavements in the United States.**

## **Fostered the Development of Project-Centric Construction Documents, ConsensusDOCS**

Following years of experience negotiating contracts to balance project risks equitably, represented the American Subcontractors Association in the initial development of ConsensusDOCS contract platform. Negotiating on behalf of subcontractors in collaborative effort of Designers, Owners, Constructors and Sureties to write contract terms and conditions that were balanced, fair, and best for the success of the project and not to the benefit or detriment of one single stakeholder. **An ambition that was said could never be done, the work of the original negotiators became endorsed by forty industry associations.**

## **EDUCATION**

### **Bloomsburg University, Bloomsburg, Penna.— *Bachelor of Science, Business Administration and Finance***

Sept. 1983 - May 1987

## **PROFESSIONAL DESIGNATION**

### **American Institute of Constructors— *Certified Professional Constructor***

April, 2002, ranked 96th percentile

## **PRESENTATIONS/TESTIMONIALS**

“The 4 P's of Marketing  
Concrete Parking Lots”

“Killer Contract Clauses”

“Risk Transfer: Indemnification  
vs. Additional Insured”

“What's up DOCS? Your first  
look at the new  
ConsensusDOCS”

“Legacies: Yours, Mine and  
Ours”

“Project Management through  
Production Metrics”

Testimony before the Penna.  
Commerce Committee on the  
Contractor & Subcontractor  
Payment Act.

Testimony before Penna.  
Department of General Services  
on the development of  
Mechanics' Lien Registry