

Privacy Notice

I hereby acknowledge that the information I provide in this application is subject to disclosure pursuant to the North Carolina Public Records Laws, and that I provide the information contained in this application freely and voluntarily, and that by submitting my application to Wake County I consent to such disclosure pursuant to the North Carolina Public Records Laws, and that I waive and release Wake County, its agents, employees and elected and appointed officials, from any liability related to disclosure of any information provided herein.

Profile**Which Boards would you like to apply for?**

Historic Preservation Commission: Submitted

Please select your first Board preference: * Historic Preservation Commission**Please select your second Board preference: *** Centennial Authority**Please select your third Board preference: *** Economic Development Commission**Please select your fourth Board preference: *** Centennial Authority**Please select your fifth Board preference: *** Greater Raleigh Convention and Visitors Bureau**Please select your sixth Board preference: *** Triangle Transit Authority Board

john

First Name

G

Middle Initial

mcdougall

Last Name

3912 SIMONE LN

Street Address

Suite or Apt

FUQUAY VARINA

City

OH

State

27526

Postal Code

What district do you live in?

None Selected

john G mcdougall

Home: (919) 500-9014

Primary Phone

Home: (919) 500-9014

Alternate Phone

mcdougallj@lrt.biz

Email Address

LRT Restoration
Technologies, LLC

Employer

Operations Manager

Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes No

In order to assure countywide representation, please indicate your place of residence:

Fuquay-Varina

Interests & Experiences

Why are you interested in serving on a Board or Commission?

Having been a Wake County resident for 26 years, and served as a coach for a variety of town, club, and school sports, local neighborhood boards and feel compelled to serve to preserve the treasures of the County for generations to come.

Work Experience

I have been a restoration and preservation contractor and consultant for nearly 30 years, working on significant structures such as The Executive Residence to First Baptist Church (both).

Volunteer Experience

I have had the pleasure to serve the International Concrete Repair Institute at the board level since 2007, serving as president in 2022, I served the Waterproofing Contractors Association on their Board from 2006-2016, serving as President in 2014. I currently serve The Concrete Industry Management where we write curriculum and provide funding for 5 universities across the USA, delivering a Batchelors of Science in Concrete.

Education

Nova Scotia Institute of Technology, Halifax NS, Canada Statarius Consulting, 7 Steps of Intentional Leadership

Comments

[John McDougall_resume_for_JC.pdf](#)

Upload a Resume

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

Demographics

Date of Birth

Gender *

Male

Ethnicity *

Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

County Website

If you selected "Other" above, how?

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners, found [here](#).

JOHN McDougall, FICRI

3912 Simone Lane
Fuquay-Varina, NC 27526
919-500-9014
john.mcdougall@yahoo.com

OBJECTIVE

My objective is to provide leadership, stewardship, and mentorship to a quality focused construction team in a growth development role. Designing and implementing strategies for businesses that are in a growth phase has become a specialty of mine. I plan to accomplish this with technically sound guidance that I have acquired through my twenty-five plus years of experience in the concrete, masonry, waterproofing, and Design-Build marketplaces.

EXPERIENCE

Baker Restoration and Waterproofing (Raleigh, NC)

Director of Business Development, 2021-present

- At Baker, I am responsible for new market penetration and sustainability. Beginning with recruiting staff – estimators, sales, GM's, operations managers, foremen, subcontractors, and field crews to ensure local market durability and profitability. I have developed, refined and implemented the playbook for new offices to document the process of new markets outlining licensure, networking with regional and national partners, staffing matrix, revenue targets, margin targets, and reporting structures.
- With a sector focus of healthcare, higher education and multi-family I have worked to get team members engaged in various organizations – ICRI, ICRI chapters, SWRI, NCHEA, IFMA Chapter, each with a mandate to network and position the brand as a leader in the marketplace locally and nationally.
- I lead the growth into Charlotte NC market, recruited sales and operations staff with existing local presence and saw the growth trend from \$0.2M in 2021 to \$2.0M in 2023.
- I lead the growth into Charleston SC market, seeded the backlog with a significant project sale, placed local staff to take a \$0.5M market in 2020 to \$4.5M in 2023. Stayed close to the growth of the market to refine growth plans for FY25.
- I am currently developing plans for expansion into the Nashville/ Knoxville TN market, through June 2024 I am targeting \$0.5M and \$2M through December 2024. I have identified a Superintendent ready to relocate, I am close on a Project Manager / Operations Lead who should grow into a Department Head / GM in 23 months. Sales will be initially supported from Raleigh and Charlotte until I have placed a local sales manager.

- I manage our Restoration Advisory Board meetings, a monthly senior leadership meeting to review revenue projections, staffing needs, schedule roadblocks and holes, and to discuss the back office metrics of the brand. AP, AR, warranty claims, staffing needs, recruiting efforts, and mid range planning are all on the agenda.
- We have pivoted to a more GC/CM position for projects more than \$0.5M where we feel a subcontract partner allows us to manage our risk more effectively. This pivot has fostered growth into our Service Teams business unit where we have filled 9 trucks with crews, consumables, tools, materials to be a hot shot resource for our client base. This allows for crew skills development, upward mobility for crew leaders and mechanics, and has become a critical training foundation for new Project Managers, Project Engineers and entry level sales and estimators.

WxProofing, LLC (Raleigh, NC)

Regional Manager, 2020-2021

- I opened second office for new (3-year-old) concrete repair and envelope repair contractor. I was responsible for full region P&L, as well as sales, marketing, staffing, project delivery, safety, and office management. It is a wholly owned subsidiary of \$500M+ gc/developer, requiring extensive financial reporting and forecasting, monthly advisory board reviews, and training new hires.

Baker Restoration and Waterproofing (Raleigh, NC)

Department Head, 2013-2020

- At Baker, I was responsible for P&L for 3 departments while delivering successful projects across 35 states. I oversaw staffing, sales, project delivery, and developed new business. I developed internal processes for business development, estimating, production tracking, field reporting and project documentation. I reported to the Chairman and designed and implemented strategy and structure for a complete rebuild of the department. I outperformed both revenue and net profit targets for 5 straight years.

Structures and Surfaces (Raleigh, NC)

Vice President (Owner), 2012-2013

- I founded, staffed, and grew this building envelope contracting company while focusing primarily on B2B sales to fuel growth. The business assets and staff were acquired by Baker.

Blair Duron Restoration (Raleigh, NC)

Department Head – Special Projects, 2008-2013

- I led growth phase, developed solutions to complex projects, and scheduled up to 75 men for this self-performing concrete repair and coatings contractor. Additionally, I was responsible for training and safety efforts, quality control, contract negotiations, risk management, insurance, bonding, and finance.

Carolina Restoration and Waterproofing, LLC (Creedmoor, NC)

Branch Manager, 2007-2008

- I was brought in to manage the transition from old ownership to new ownership, implement new corporate policies and a safety program, create training, and I managed the branch level P&L. I worked to onboard a new branch manager. The company experienced a 35% year over year growth rate. This position was intended to be a short contract period.

Seager Waterproofing, Inc (Greensboro, NC)

Production Manager, 2003-2007

- I had an operational responsibility for all projects across three states. I scheduled manpower, subcontract partners, equipment, and materials. I developed project schedules, budgets, and submittals, and I aligned and assigned delivery responsibilities.

Blair Duron Restoration (Raleigh, NC) (Duron Atlantic subsidiary)

Department Head – Special Projects, 2000-2003

- At Blair Duron, I was responsible for staffing, schedule management, project acquisition, and project delivery.

Duron Atlantic (Halifax, NS Canada)

Estimator, 1996-2000

- My primary tasks were estimating and sales for an established specialty trade contractor specializing in bridge and pier repair, waterproofing, and coatings.

ASSOCIATIONS

International Concrete Repair Institute (icri.org)

President, 2022

Committee member for safety, masonry, coordination, membership, and finance

Speaker at several international, national, and local chapter events

The Waterproofing Contractors Association (thewaterproofers.org)

Waterproofer of the Year, 2010, 2014

President, 2014

American Concrete Institute (concrete.org)

ACI 562 committee – technical contributor, proponent for NC, SC, VA, MA, FL, OH, HI for code development and testimony

Concrete Industry Management (concretedegree.org)

Member of National Steering Committee

Member of Board of Directors

AWARDS AND ACKNOWLEDGEMENTS

- Certified Concrete Surface Repair Technician, ICRI
- USA Hockey Certified Coach
- NCHSAA Certified Lacrosse Coach
- Seven Steps of Intentional Leadership – Statarius Consulting, 2017

CORE COMPETENCIES

- Business Development
- Project Management
- CPM Scheduling
- Sales and Sales Management
- Forecasting
- Scheduling (micro and macro)
- Strategic Planning
- Team Building, Coaching, and Mentoring
- CRM (salesforce)
- Contract Negotiations
- Design-Build
- Budgeting (project and corporate)
- Finance and Accounting Competency
- Creative and Strategic Thinking/Planning
- Public Speaking
- Communication