



10th Annual Georgia A/E/C Leadership Roundtable *MEGA MEETING*

The last couple of years have proven to be a challenging time for the A/E/C industry, but we hope the tides are changing. Please join our panel discussion for an overview of private and public market sectors to learn where project opportunities are coming in the short and long term.

Moderator: **Bruce Lea**, Coach Advisory
Wayne O'Neill & Associates

Panelist: **H. Wilson Tillotson, Jr.**, Senior Director of Engineering and
Facilities Maintenance
Georgia Ports Authority

Louis Miller, General Manager
Hartsfield-Jackson Atlanta International Airport

Lynn Jackson, Director of Facilities Services
Georgia Department of Education

Scott W. Condra, Senior Vice President – Development
Jacoby Development, Inc.

**Please see bios on the following page*



Bruce Lea has over thirty years experience in business development and marketing in the design and construction industry while working for leading architecture/engineering and construction management firms. Most recently he was with Gilbane Building Company, initially as Director of Corporate Marketing and later as Senior Business Development Manager in the Southeast US. Throughout his career, Bruce has been responsible for developing accounts in the healthcare, education, public, corporate and institutional markets.

In addition to his direct involvement in business development, his role often included coaching principals and future firm leaders in account development and management, capture strategy and presentation skills. Bruce also became a sought after coach, trainer and speaker for various industry groups and as a consultant.

Often the strategies Bruce developed for his firms involved the added challenge of entering new markets or re-entering markets that had been neglected for years. His ability to integrate account development and marketing strategies led not only to success for his firms but also to national recognition for his performance. He has spoken frequently to regional and national association audiences and has been published or quoted in publications such as Engineering News Record, Building Design and Construction, Designers West and The Marketer. His most recently published article reported the results of research he and a colleague conducted analyzing the actual behaviors present in successful account development in the design and construction industry. The study results describe precise benchmarks linked to success in the process. Bruce was honored with the 2008 Marketing Achievement Award by the Society for Marketing Professional Services (SMPS).

DATE:

Tuesday, September 13, 2011

PROGRAM TIME:

11:00 am – 12:00 pm
Registration, Sponsor Exhibits & Networking

12:00 – 12:30 pm
Lunch & Networking

Sold Out Last Year!

12:30 – 1:30 pm
Panel Discussion

LOCATION:

Thalia N. Carlos Hellenic Community Center
2500 Clairmont Road NE
Atlanta, GA 30329
<http://tnchcc.org>

REGISTRATION:

\$55 until September 2
\$550 for table of 10 until August 26
\$75 after September 2

Register online at:

www.AECgeorgia.org/mega.html

★ **Exhibit Sponsorship** ★
Opportunities Available

Contact Lee Jarboe, CPSM
770-980-4107
ljjarboe@mccarthy.com



As Senior Director of Engineering and Facilities Maintenance, **H. Wilson Tillotson, Jr.** directs all engineering, construction, environmental and facilities maintenance activities for the Georgia Ports Authority (GPA). The GPA operates and maintains deepwater port facilities in Savannah, Brunswick and inland barge terminals

in Bainbridge and Columbus. He is responsible for coordinating engineering projects with government agencies and private industry by acting as contracting officer on all contracts and acquisitions of capital assets. He also manages the engineering/design efforts required for facility and equipment planning and renovations, construction of new facilities and specialized efforts.

Tillotson has more than 30 years experience in engineering working with a large international consulting firm serving a variety of clients in the port and general manufacturing industry. Tillotson is a certified professional engineer, and LEED Accredited Professional, with a bachelor of science in civil engineering from Clemson University. He is also a member of the American Society of Civil Engineers and American Association of Port Authorities.



When it comes to aviation leadership, **Louis Miller** is considered an expert on a global level. Not only does he manage the busiest airport in the world, but he also serves as treasurer for Airports Council International worldwide.

Miller took the helm at Hartsfield-Jackson in September 2010 with a vision of providing world-class air

transportation services in collaboration with all of the Airport's partners, including the airlines, the Transportation Security Administration, the Federal Aviation Administration, concessionaires and all Airport tenants. Among his major priorities is the completion of the Airport's new international terminal, the Maynard H. Jackson Jr. International Terminal, scheduled to open in Spring 2012.

A native of Salt Lake City, Miller was inducted into the Utah Travel Council's Tourism Hall of Fame, among several other honors he received there and later in Tampa.

Miller was educated at the University of Utah and is an accounting graduate of Stevens-Henager Business College in Salt Lake City. A licensed CPA, he also spent four years in the United States Army, earning the rank of Sergeant E-5.



Lynn B. Jackson, Director of Facilities Services for the Georgia Department of Education, began her career as a math teacher in 1971. Over a fourteen year period she held comparable positions in Carroll County, Muscogee County, and Paulding County Schools as well as at the State University of

West Georgia. She then took on the role of administrator in the public schools, serving in the roles of elementary school principal, high school principal, Director of Secondary Instruction, and Deputy Superintendent of Operations before moving to the Georgia Department of Education as a staff specialist in 2001. She was named in February 2005 to the position of Director of the Facilities Division, and then in 2007 to her present position of Associate Superintendent for Business Operations.

Lynn holds Bachelors and Masters degrees in mathematics as well as Masters and Specialist degrees in Education Administration and Supervision.



Scott W. Condra is Senior Vice President of Development at Jacoby Development, Inc. He joined JDI in 2005 following his position as Vice President/Area Manager for MACTEC, a large civil and environmental engineering consulting firm. At JDI, Scott is responsible for all phases of design, construction and implementation for mixed-use developments throughout the United States.

Scott has more than 20 years of experience with project and business management including an extensive background in environmental remediation, civil engineering design, construction management and federal and state permitting requirements. He has managed the remediation of several former military facilities for transfer to civilian uses as well as multiple commercial brownfield developments.

Scott is a graduate in civil engineering from Georgia Institute of Technology and Southern Polytechnic State University. He is a former board member of the Marietta Redevelopment Corporation, Cobb Landmarks and Historical Society and Local Reuse Authority, Naval Air Station (Atlanta).

Georgia A/E/C Leadership Roundtable Members:

ABC ACEC AGC AIA ASLA CMAA COAA
 CREW DBIA-SE IIDA NAWIC NOMA SMPS ULI
 USGBC

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