



**MICHAEL F. GUERIN**  
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## SUMMARY

A competent professional, with 30 years experience in design, facilities management and business consulting. A capable leader with strong analytical abilities, who keeps the "big picture" in focus.

Well-balanced technical and personal skills, with emphasis on quality, integrity and good judgment. A proven track record on numerous corporate, government and institutional projects.

## EXPERIENCE

1996 – Present

### **GUERIN ASSOCIATES, INC.**

Millington, NJ

#### ***President***

Consults with Fortune 500 companies, primarily in the high-tech, life sciences, consumer products and chemicals industries. Helps clients build comprehensive cost and performance improvement programs, focusing on key metrics and "executive dashboards."

#### **Representative achievements:**

- Managed a three-year benchmarking program for a major petrochemicals firm, comparing over \$1B in capital projects among 28 companies, and recommending comprehensive performance management metrics, tracking tools and targets.
- Analyzed space utilization at the headquarters of a leading chemicals company, identifying gaps of 40% in critical space standards. Corporate treasury estimated potential twelve-year after-tax cash flow benefit of \$106M (Million).
- Analyzed operating costs and performance at over 100 corporate and governmental facilities, identifying millions in potential annual savings, (typically between ten and twenty times project fees and expenses).

## **SPEAKING ENGAGEMENTS**

- Oct 2008      ***World Class Capital Project Management***  
IFMA World Workplace Conference in Dallas, TX
- Oct 2007      ***Excellence in Project Management – Hallmarks of Best Performers***  
IFMA World Workplace Conference in New Orleans, LA
- May 2007      ***Operational Benchmarking – A Streamlined Approach***  
Society of American Military Engineers, Philadelphia, PA
- April 2007     ***Benchmark the Leanness of Capital Project Management***  
Tradeline Conference in St. Petersburg, FL
- Nov 2006      ***Benchmarking – How to Demonstrate Value***  
Mid-Atlantic Plant Engineering and FM Conference, Somerset, NJ
- Oct 2005      ***Using Metrics to Demonstrate the Value of Facilities Services***  
Northern NJ Plant Engineering Show in Edison, NJ
- Oct 2005      ***Evidence Based Facilities Management –  
New Directions in Benchmarking***  
IFMA World Workplace Conference in Philadelphia, PA
- May 2005      ***How to Demonstrate Value with Key Costs and Metrics***  
NJ IFMA Professional Development Conference, Bridgewater, NJ
- Oct 2004      ***Translating Corporate Objectives into an A/E Design Program***  
IFMA World Workplace Conference in Salt Lake City, UT
- May 2004      ***A Quantitative Tool for Translating Management Objectives  
Into Enforceable Project Criteria***  
Tradeline Conference in Scottsdale, AZ
- April 2004     ***Benchmarking Facilities For Performance***  
MN IFMA Program Panel Discussion, St. Paul, MN
- Oct 2002      ***Using Key Metrics to Demonstrate Value***  
IFMA World Workplace Conference in Toronto, Ontario
- Dec 2001      ***Benchmarking and Process Improvement***  
Tradeline Conference in San Diego, CA
- Sept 2000     ***Successful Cross-Industry Benchmarking***  
IFMA World Workplace Conference in New Orleans, LA
- Feb 1999      ***Space Planning and Performance Measurement***  
Executive Forum in Basking Ridge, NJ
- May 1998      ***World Class Space Management***  
IDRC World Congress in Baltimore, MD

## WORK HISTORY

1986 - 1996

**NABISCO FOODS GROUP, INC.**

East Hanover, NJ

***Manager of Projects***, Responsible for capital improvements at Nabisco's 1,000,000 SF corporate NJ offices. Supervised design and construction, space planning, group relocations, interior design, furniture standards, warehousing and CAD/CAFM systems.

***Major Achievements:***

Directed programming for a new, 250,000 SF office building. Developers' proposals enabled renegotiation of leases for an estimated savings to Nabisco of over \$1.5 Million per year.

Implemented 3 major reorganizations on schedule and under budget, relocating over 1,000 personnel with over \$2 Million in construction

1985-1986

**NJ DIVISION OF BUILDING & CONSTRUCTION**

Trenton, NJ

As Assistant Group Projects Architect, developed scopes of work, managed design for \$20M of State College maintenance projects

1984-1985

**ROBERT P. COLETTA, ARCHITECT & PLANNER**

East Hanover, NJ

As Project Architect, produced design and construction documents converting a factory structure to a 12-story, 75-unit condominium.

1982-1984

**FULMER, BOWERS AND WOLFE, ARCHITECTS**

Princeton, NJ

As Project Architect, managed design and construction documents of 300,000 SF, for clients including Hercules, Inc. and Princeton University.

1977-1982

**HARRISON FRAKER, ARCHITECTS**

Princeton, NJ

Designer/draftsman for the Mercer County Library Headquarters Building, site planning of six branch libraries, a locker room addition to Princeton University's Hockey Rink, numerous private residences and additions.

1977

**NJ OFFICE OF PUBLIC ADVOCATE**

Trenton, NJ

Served as consultant for NJ's Barrier Free Design Regulations

***Barrier Free Design Standards for Parks and Recreation Facilities:***

Authored accessibility standards for NJ Green Acres projects

**EDUCATION**

Princeton University                      Master of Architecture, 1977  
University of Pennsylvania                Bachelor of Arts, cum laude, 1973

**PROFESSIONAL  
REGISTRATIONS**

USGBC LEED® Green Associate, 2009  
IFMA Certified Facility Manager, 2009  
AEE Certified Energy Manager, 2007  
National Council of Architectural  
Registration Boards, since 1992  
Professional Engineer, NJ, since 1989  
Registered Architect, NJ, since 1982

**PROFESSIONAL  
AFFILIATIONS**

American Institute of Architects  
New Jersey Society of Architects  
International Facility Management Association  
US Green Building Council  
Association of Energy Engineers

**COMMUNITY  
AFFILIATIONS**

Honorary Chairman, NJ Business Advisory Council  
Recipient of BAC National Leadership Award  
Recipient, BAC 2003 "Businessman of the Year" Award