

William E. Hinsley III

Overview

Experienced consultant developing and implementing large-scale, long-term, multi-disciplinary water resources programs for Federal and State Government agencies. Previous experience in two Governor's Commissions – focused on bringing non-partisan solutions to Everglades Restoration needs. Excellent communication and writing skills. Skilled negotiator and presenter.



Management and Organizational Abilities

- Serve as a consultant to executive leadership developing and implementing new restoration programs
- Perform organizational assessments for DoD and State clients to improve efficiency and effectiveness
- Coordinate office operations, effectively control operating budgets for multiple groups
- Mentor/train management and technical staff
- Successful strategic planner and implementer – internally and for clients

Business Development

- Led ARCADIS' Water Management Initiative Client Development efforts with national focus
- Led start-up and growth of PBS&J/Atkins' West Coast United States Army Corps of Engineers (USACE) Civil Works Planning Practice
- Led start-up of PBS&J office in Metairie, LA
- Led business development efforts resulting in \$200+ million in new contracts
- Dynamic presenter & presentation skills; presented at national, regional, & local professional conferences

Program/Project Management

- Led successful USACE projects in FL, LA, CA, WA
- Managed start-up of contracts for USACE worth over \$50 million.
- Effective contract and task order negotiator
- Organized professional with proven ability in cost and schedule controls and quality assurance

Professional Experience

ARCADIS, Seattle, WA. 2012 to 2014

Associate Vice President, Market Sector Manager

Served as the national Client Development lead for ARCADIS' two-year old Water Management Initiative focused on developing and implementing marketing and sales strategy to achieve \$30M annual net-bookings. Technical offerings included: Flood Risk Management; Coastal, Riverine, and Ecosystem Restoration; Planning Studies, Sea-Level Rise, and Adaptive Management; Dams and Hydraulic Structures; Modeling; and Multi-Purpose River Basin Studies. Focused on selecting team members and working with client PICs to develop, track, and implement marketing and sales plans; development of client relationships; proposal development; contract and task order negotiation; and project set-up and implementation (including QA/QC).

Key business development efforts at ARCADIS

- Lead Client Development/Water Management joint-team focused on \$30M/yr. net-bookings goal
- Delta Stewardship Council, CA. Levee Investment Prioritization Contract (2yr/\$2M)
- Coastal Planning & Restoration Authority, LA. Environmental Services IDIQ

Atkins (Formerly PBS&J), Miami, FL / Metairie, LA / Seattle, WA. 2002 to 2012
Associate Vice President, Principal Program Manager

Served as a principal project director focused on bringing lessons learned from Everglades and Louisiana Coastal Area restoration efforts to the USACE involvement in California Bay-Delta programs and Puget Sound Nearshore Project. Directed Atkins' contracts and task orders with USACE Sacramento, Seattle, and San Francisco Districts. Lead or supported various Atkins Water & Environment business development and marketing efforts in the Western US.

Previously, Federal Client Manager for Environmental & Civil Works, including PBS&J's services to the USACE nationally, executing programs and projects, and acting marketing plan and proposal manager. Oversaw joint venture creation and teaming relationships with both large and small businesses and worked closely to establish Mentor Protégé/disadvantaged business relationships.

Previously led creation of PBS&J Metairie, LA operations, which included business development, client presentations, proposal preparation, and all work performed for USACE New Orleans District. Started up and won over \$185 million of new business in this office in five (5) years. As a Program Manager and Office Leader, built and directed staff demonstrating skills in the areas of Civil Works planning, National Environmental Planning Act (NEPA), and strategic planning. Pre-Hurricane Katrina experience included Civil Works planning support for the Louisiana Coastal Area (LCA), Louisiana Ecosystem Restoration Study. Led Post-Katrina PBS&J support to USACE New Orleans District through two contract vehicles - Program Management Services and Multidisciplinary Planning Services. Served as Principal-in-Charge for successful recomplete of Multidisciplinary Planning & Engineering Design Services IDIQ for USACE New Orleans District.

During tenure at PBS&J, responsibilities included a mix of business development, program/project management, and financial/staff management. Clients included USACE (various Districts), Louisiana Department of Natural Resources (LA DNR), Harris County Flood Control District, and California Department of Water Resources (CA DWR). Typical contract task orders included planning and environmental services for infrastructure projects (primarily water resources and ecosystem restoration, NEPA).

Led business development efforts resulting in \$200+ million in new contracts for Atkins/PBS&J

- USACE New Orleans CW Planning IDIQ (3yr/\$3M)
- USACE New Orleans HSDRRS Program Management IDIQ (3yr/\$30M)
- USACE New Orleans HSDRRS Program Management recomplete (5yr/\$150M)
- USACE Seattle District Puget Sound Near-Shore General Investigation Services Contract (5yr/\$5M)
- USACE Seattle District for Environmental Services (3yr/\$1.5M)
- USACE New Orleans CW Planning IDIQ re-compete (3yr/\$3M)
- USACE Seattle District CW Planning Services (3yr/3\$M)
- USACE San Francisco Planning and Engineering Services IDIQ (5yr/\$10M)
- USACE Sacramento Delta Planning & PM Support Tasks (4yr/ \$2.5M)

Earth Tech, Inc., Palm Beach Gardens and Miami, FL, 2000 to 2002

Project Manager

Program concentration on developing a national business practice focused on large-scale, long-term ecosystem restoration programs. Over course of two years, successfully developed proposals and managed work for SFWMD and USACE.

Governor's Commission for the Everglades & Governor's Commission for a Sustainable South Florida, Coral Gables, FL, 1998 to 2000

Senior Governmental Analyst

Senior Management Analyst for non-partisan stakeholder commission tasked to serve as a forum for improving decision-making and public participation in Everglades restoration. Staff Coordinator for Lake Okeechobee Water Quality Issue Team. Assisted in the development of the South Florida Action Plan for Applied Behavioral Sciences, Interim Report on the C&SF Project Restudy, and the Restudy Plan Report. Served as an alternate to the South Florida Ecosystem Restoration Task Force's Science Coordination Team. Provided support for all commission subcommittees and issue teams. Participated in staff public speaking engagements and assisted in public outreach efforts related to South Florida water management, environmental, economic, and social issues.

Education

University of Miami, Rosenstiel School of Marine Affairs & Policy, Key Biscayne, FL – M.A., Marine Affairs & Policy, 2000

Wake Forest University, Winston-Salem, NC – B.S. Biology, Minor Chemistry, 1995

Professional Societies and Registrations

- Society of American Military Engineers
- Florida Natural Resources Leadership Institute

A/E/C Project Management Consultant

PSMJ Resources, Inc, Newton, MA 2010 to present

Project Management Bootcamp Instructor

Lead project management seminars for A/E/C firms in the US and Canada, customizing delivery for individual firms or attendees from multiple firms.