

## **John Robinson III**

### **Nominating Committee Board Candidate**

Nominating Committee Note: John's background in logistics, procurement, and municipal planning ensures he understands how to work effectively with government entities and will greatly help CBI as we embark on several major projects including our upcoming lease negotiation with the DCR. In addition to his professional experience, John has led successful nonprofit initiatives, including fundraising and community service programs that significantly increased volunteer engagement. This combination of government relations skill and nonprofit leadership will be valuable as CBI navigates both advocacy and community impact.

#### **1. In which of the desired qualifications do you have expertise and experience?**

- **Finance and Financial Management**
  - Bachelor of Science in Business Administration with a specialization in Finance from American University.
  - Managed budgeting, financial analysis, and due diligence while working as a Law Clerk and Analyst, including increasing firm revenue by 20%.
  - As Strategic Pursuit Manager at Bond Civil and Utility, I coordinate cross functional teams on EPC and design-build projects, regularly evaluating pricing strategies and commercial risk, including cash flow analysis and profitability during the pursuit phase.
- **State or Local Experience**
  - Served as Planning Commissioner for the City of Papillion, Nebraska from 2016 to 2024, with direct exposure to zoning, permitting, and community development review.
  - Regular interaction with state and municipal agencies through business development roles at Kiewit and Bond.
- **Fundraising and Non-Profit Leadership**
  - Co-chaired Law Week for the Orange County Bar Association (OCBA), raising over \$7K and increasing volunteer participation by 400%, earning the OCBA Outstanding Service Award.
  - Led successful diaper drive for the Howard Phillips Center during Leadership Orlando, collecting nearly 20,000 diapers in two months.

#### **2. Describe any experience you have serving on commercial or non-profit boards. On what committees did you serve?**

- I previously served on the Planning Commission for the City of Papillion, Nebraska, a public board responsible for reviewing development proposals and advising on zoning, land use, and infrastructure planning.
- My role involved reviewing staff reports, public testimony, and regional planning data to recommend policy and development decisions to the City Council.
- While not a traditional non-profit board, the commission operates with similar governance and advisory responsibilities, including evaluating the impact of community investments, ordinances, and land use changes.
- Additionally, I have served in leadership roles supporting non-profit committees, including as Co-Chair of Law Week for the Orange County Bar Association, where I helped oversee programming, sponsor outreach, and public events coordination.

**3. What are the strengths or capabilities you brought to those boards to address the entities' challenges? What were two or three contributions you made through your roles?**

- I bring strong strategic planning and stakeholder alignment capabilities to board environments, informed by years of experience leading multidisciplinary teams across large-scale infrastructure projects.
- At the Papillion Planning Commission, I've contributed to the evaluation of mixed-use developments and infrastructure investments aligned with community growth priorities.
- As Law Week Co-Chair, I helped reinvigorate a longstanding civic program by expanding partnerships, increasing volunteer participation by over 400%, and introducing new engagement formats that more than doubled public participation.
- In both roles, I emphasize clarity in communication, consensus building, and tying decisions to long-term value for the organization or community.

**4. Other than the board work you may have described above, in your professional life, in what types of organizations and in what capacities have you served as a leader? What are or were your primary responsibilities in those roles?**

- As Strategic Pursuit Manager at Bond Civil and Utility, I lead cross-functional teams in evaluating and securing complex engineer, procure, and construct (EPC), Construction Manager as General Contractor (CMGC), Construction Manager at Risk (CMAR) and design-build opportunities across the Northeast and Mid-Atlantic.
- I oversee pursuit strategy, client positioning, external partners, and internal coordination among estimating, operations, legal, and executive leadership, ensuring alignment between commercial objectives and execution capabilities.
- Previously at Kiewit, I held roles in business development, document control, and finance, and helped originate over \$20B in qualified project pursuits.
- Across roles, I have also led trainings, developed onboarding programs, and presented to executive teams and clients, demonstrating comfort in both operational and strategic leadership.

**5. Please describe any other professional skills, networks, or capabilities that you could bring to Community Boating as a member of the Board.**

- I bring a unique blend of public and private sector strategy experience, with a background that spans business development, project execution, financial oversight, and civic engagement.
- My leadership roles have fostered deep networks in construction, engineering, and infrastructure across the Northeast and Midwest. I'm skilled at developing partnerships and translating technical ideas into accessible messaging for stakeholders.

- I've successfully raised funds, led multi-organizational campaigns, and stewarded civic programs with measurable community impact.
- As a member of Community Boating, I'm personally committed to expanding access to sailing and fostering community building on the water. My current involvement and understanding of CBI's culture and mission would allow me to contribute immediately and meaningfully.