

# Timothy J. Cummings, P.E.

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## **Profile**

CEO with experience as a strategic planner and trainer who applies operational experiences to maximize the performance and value of small to medium business enterprises. As a peer mentor, develop the business leader's abilities to effectively manage the business operations. Success in business is understanding the business' position in relation to the owner's original or modified vision then assisting the owner to make the appropriate sequence of decisions to achieve his or her vision. Where business owners express a personal Christian faith, focus is placed on building ministry through business operations and the business owner's sphere of influence. Provide assistance in capitalization. Provide assistance in developing a strategy for hyper growth for the business.

## **WORK HISTORY / PROJECTS**

2006 – Present

### *Accredited Business Mentor*

Successfully assisting a number of business owners in moving their businesses closer to the vision on which the businesses were launched. Success is measured by increased revenues, increased profits, reduced turnover, reduced stress, and general assessment of the organization's climate as conducted with the business decision maker(s). Perform business assessments for qualifying business owners.

1999 - 2006

### *Web based Communications Systems*

Developed, applied, and programmed web based communications technology to the specific needs of various clients. Communication systems were utilized by businesses, membership organizations and political campaigns. By focusing on the concepts of building relationships through web-based systems, the concepts of member profiling, and the dynamic delivery of content, was able to build and deliver a web based communications system that educated and activated well defined segments of the group membership. These activities were recognized by national leaders for their efficiencies and effectiveness.

1996-2000

### *President, Cummings Enterprises, a Research and Technology Firm Focused on Sign Industry Issues*

Responsible for providing professional services in a variety of applications to resolve product difficulties, improve product quality, improve manufacturing performance, or improve product safety. Areas of particular emphasis include code compliance, Internet integration, technology innovation, environmental protection, and managed training. Developed an on-line site survey system and several on-line communications systems for various customers, providing internet based communications, training and database management systems. Have served on industry advisory boards, testified before governmental agencies and serve on a sub-committee of congressionally appointed governmental agency.

1993-1998

### *Vice President, Corporate Engineering and New Technology, Cummings, Inc.*

Responsible for overseeing all corporate engineering functions, as well as developing new materials and technologies to enhance core sign business. Conducted all necessary research to support R&D efforts. Developed method and procedures for implementing mercury lamp recycling program to meet governmental compliance for specific National Accounts Sign Users. Developed and implemented database managed manufactured parts management system. Accomplished a reorganization of Art, Estimating, Design Engineering and Manufacturing Engineering into a functional design team, which enhanced creative services and reduced time to market for new products. Specified and facilitated integration of solid modeling computer systems permitting the corporation to restructure from a consolidated manufacturing base to a distributed manufacturing base, reducing manufacturing costs and total cost of ownership to customers. Applied for patents on four new products/ processes.

1988-1993

*Vice President, Manufacturing and Engineering, Cummings, Inc.*

Operated a 200,000 square foot manufacturing facility producing approximately \$13 - 15,000,000 in on-premise signs, annually. Provided manufacturing support for selected architectural jobs. Responsible charge for design and manufacturing engineering functions co-located at manufacturing facility. Re-engineered Chevron sign program saving in excess of \$2.5 million over 3 1/2 years while improving structural integrity of the program. Developed specifications for properly processing neon tubing. Updated CAD/CAM capabilities, upgrading both engineering and manufacturing systems. Integrated nine computer systems allowing transfer of graphics and data from any platform within the corporation. Introduced Phil Crosby quality process into the corporation, substantially reducing costs and improving product and service quality.

1985-1988

*Production Manager, Cummings, Inc.*

Applied Industrial Engineering principles to shop floor operations to improve productivity. Observed specific manufacturing processes related to the manufacture of quantity signs. Conducted ROI analysis for purchasing of capital equipment. Managed the scheduling of production to meet shipping requirements for a variety of sign accounts.

1978-1988

*Engineer Officer, United States Army*

Served in variety of positions in Engineering companies in Virginia and the Federal Republic of Germany. Jobs included Heavy Equipment Platoon Leader, 497th Port Construction Company, responsible for horizontal construction and over the water construction of port facilities and tactical marine terminals. Commander, U.S. Army Diving Detachment, responsible for a 26 man specialty unit providing diving support for military operations and ship husbandry. Designed and executed underwater port construction projects, and employed explosives in support of construction work. Designed, secured funding for and initiated \$300,000 renovation of diving facilities at Fort Eustis, VA which became the first Army facility to meet certification standards for diving facilities as specified by Naval and OSHA regulations. Commander, Company C, 54th Engineer Battalion, Germany. Responsible for a 127-man combat engineer company located in the Fulda Gap, the principal attack route through central Germany. Responsible for the development and implementation of obstacle plans in support of an Armored Cavalry Squadron. Designed and oversaw the construction of battlefield structures and garrison support facilities.

*Positions Held*

*CEO, Cummings Enterprises*

*President, Dynamic Communications, LLC*

*Vice President, Corporate Engineering and New Technology, Cummings, Inc.*

*Vice President, Manufacturing and Engineering, Cummings, Inc.*

*Production Manager, Cummings, Inc.*

*Engineer Officer, United States Army*

## **EDUCATION**

Masters of Business Administration, Owens Graduate School of Management, Vanderbilt University, Nashville, Tennessee 1978.

Bachelor of Science (Cum Laude), Engineering Science and Engineering Management, Vanderbilt University School of Engineering, Nashville, Tennessee 1977.

## **LICENSES & CERTIFICATES**

- Ordained Elder, Presbyterian Church in America
- Accredited Associate of the Institute for Independent Business, 2006
- Phil Crosby Certified Quality Instructor, 1987
- Professional Engineer Registration 18002, Tennessee, 1985.
- Engineer in Training Certificate, Tennessee, 1982.

#### **ADDITIONAL SKILLS & PROFICIENCIES**

- Proficient in Adobe Cold Fusion and database integration with associated dynamic HTML programming.
- Proficient with Adobe Captivate
- Familiar with Flash, Adobe Breeze and similar advanced web based technologies.

#### **ADDITIONAL AREAS OF RESPONSIBILITY**

- Corporate Trainer in broad spectrum of manufacturing concepts, quality, business effectiveness, corporate communications and targeted web-based communications.
- Consultant for project management and enhanced web based management techniques.
- Past member, Electric Sign Advisory Board, *Sign Business Magazine*, a sign industry trade publication - contribute articles and conduct classes and seminars for sign businesses.
- Past Member, Underwriters Laboratories Industry Advisory Group for Signs
- Past Member, Research and Standards Committee, International Sign Association. Focused on developing standards of practice to enhance safety within the sign industry and providing education support.
- Mentor for Vanderbilt University EE274 Asynchronous Learning System course focused on developing Web based training systems
- Developer of Web based Training Management Systems for various businesses and associations.
- Representative for National Electric Sign Association for Department of Energy hearing where NESAs was successful in securing an exemption for eight (8) foot fluorescent lamps for sign industry applications under the National Energy Policy Act.

#### **AWARDS AND DECORATIONS**

- U.S. Patent # 5,567,192 Method and Apparatus for Processing Electron Gas Discharge Tubing
- POP Times, Best of Show, New Technology Plastic Signs
- POP Times, Best of Show, New Technology Wire and Metal Signs
- U.S. Army decorations – Meritorious Service Medal, Humanitarian Service Medal, Overseas Ribbon, Marine Salvage Diver Badge(Honor Graduate), Ranger Tab, Parachutist Badge, Engineering Officers' Basic Course (Honor Graduate), Engineer Officers' Advanced Course (Honor Graduate), Air Transportability Planning Course (Honor Graduate), Nuclear, Biological, and Chemical Course (Honor Graduate),
- Boy Scouts of America Eagle Scout with Bronze Palm, Wood Badge Beads

#### **ONLINE PRESENCE**

- Linked In – <http://www.linkedin.com/in/timcummingsspe>
- CEO Nashville – [CEONashville.com/profile/TimCummingsPEAInstIB](http://CEONashville.com/profile/TimCummingsPEAInstIB)
- Blog: SME Tech Toys - [smetechtoys.wordpress.com](http://smetechtoys.wordpress.com)
- Blog: Your Business Friend – [ybuf.blogspot.com](http://ybuf.blogspot.com)
- Blog: Jumping Thru Hoops – [jumpingthruhoops.blogspot.com](http://jumpingthruhoops.blogspot.com)
- Website: Your Business Friend – [www.ybuf.com/](http://www.ybuf.com/)