



October 30, 2022

Wesley D. Price
161 Main Street
Yarmouth Port, MA 02675

Dear Erin and BCEDC Staff,

As a Cape Cod resident for over 40 years, a small business owner for over 20 years, and an active conservationist, my interest in becoming a member of the Barnstable County Economic Development Council, is aligned with the BCEDC's mission itself.

I appreciate the opportunity to become a member of the council. Thank you for your, and the council's, consideration.

Warm Regards,

A handwritten signature in black ink that reads 'Wesley D. Price'. The signature is written in a cursive style with a large 'W' and 'P'.

Wesley D. Price

Small Business Executive & Conservationist

Tremendous customer focus with ability to communicate effectively and adapt to unforeseen circumstances. Thorough understanding of complex permitting, such as Conservation Commission, Historic, BOH, ZBA, and DEP. Ability to effectively manage worksites and multidisciplinary teams to ensure projects are completed on time and within budget constraints. Software proficiency includes Microsoft Office, Xero, BuilderTrend, HUBSPOT, Adobe, Dropbox, Plangrid, Gusto, and Smartsheet applications.

Areas of Expertise

● Leadership	● Complex Problem Solving	● P&L Analysis
● Relationship Management	● Risk Management	● High Performance Construction
● Communication	● Regulatory Compliance	● Sustainable Design
● Bid Development	● Construction	● Permitting
● Mycology	● Systems Thinking	●

Professional Experience

W.D. PRICE, Inc. - General Contracting and Estate Care, Yarmouth Port, MA

President - CEO, July 2020 - Present

Manage day to day business activities, including marketing, estimating, project management, financial management, office management, and future business planning.

www.wdprice.com

E.J. Jaxtimer Builder Inc., Hyannis, MA

Project Manager/Field Supervisor, May 2018 - July 2020

Dual-role Project Manager/Field Supervisor,

- ◆ Project Manager and Field Supervisor for 10+ million dollar, waterfront build on Nantucket Harbor
- ◆ Developed Digital Project Management Folder for onboarding new project managers and clarifying workflow processes and procedures
- ◆ Project Manager for 4.6 million dollar build, Harwichport waterfront. As the second project manager on the project, I was tasked with getting the project back on track, analyzing and correcting challenges left by my predecessor

C.H. Newton Builders Inc., West Falmouth, MA

Project Manager/Field Supervisor, Jan 2017 - May 2018

Sole dual-role Project Manager/Field Supervisor on staff, with 100% responsibility for successful project delivery. Directly engage architects, engineers, clients, subcontractors, and staff to ensure design, budget, and deadline constraints are met. Review bimonthly job cost reports to ensure acceptable profit and loss. As field supervisor, coordinate and delegate onsite work to ensure quality control and jobsite safety. Develop schedules and training for field staff.

- ◆ Project Manager and Field Supervisor for \$1.6 million, 2,500 square-foot complete modern remodel of historic 1850's Captains House.
- ◆ Led new construction of \$2.4 million, 1,100 square-foot custom pool house.

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- ◆ Championed onboarding hand book for new construction supervisors, outlining company standards and ensuring consistency during staff turnover.
- ◆ Organize and help lead bimonthly company wide Project Management meetings and capture minutes at monthly Job Supervisor meetings.

Cape Design Build, Yarmouthport, MA

Principal, 2014 - 2016

Founded and operated building company that provided sustainable design, master carpentry, and personalized craftsmanship. Projects included porches, saunas, sunrooms, decks, and interiors for commercial and residential properties. Conducted project estimates, onsite project management, field supervision, and accounts payable activities for each job. Focused on energy efficiency and indoor air quality.

- ◆ Conducted \$200,000+, 2,400 square-foot custom remodel of Snowy Owl Coffee Roaster, which was subsequently named "The Most Beautiful Coffee Shop in Massachusetts" by Architectural Digest.
- ◆ Constructed Gift Shop, Custom Pirate Ship Buffet, and Custom Lemonade Stand for Wequassett Resort.

REEF - Cape Cod's Home Builder, Dennis, MA

Project Superintendent/Construction Field Supervisor, 2011 - 2014

Led day-to-day operations on construction sites. Scheduled projects, including developing checklist detailing all steps involved in constructing new home from engineering to final occupancy. Ensured 100% quality and budget control through onsite management of staff and strict subcontractor oversight. Maintained job safety standards and conducted inspections throughout the process.

- ◆ Simultaneously supervised 10 projects with a combined value of \$2.5 million.
- ◆ General Superintendent for multiple residential projects ranging in size from 800 to 4,500 square-feet and valued between \$340,000 and \$1.3 million.

W.D. Price Builder, Home Remodeling and Renovation, Provincetown, MA

President, 1999 - 2010

Founded and operated a roofing company that expanded into sidewall, window, trim, deck installation, framing and remodeling. Engaged customers, developed quotes, and coordinated with architects and engineers as necessary. Managed daily functions, including Accounts Payable, Accounts Receivable, supply ordering, scheduling, budgeting, and documentation. Performed all construction and carpentry functions.

Education

Bachelor of Science, Microbiology,

University of Massachusetts, Amherst, MA

Credentials

- Certified Passive House Consultant (CPHC)
- Certified National Green Building Professional
- OSHA 10 Certified
- MA Lead RRP Certified
- Massachusetts State Unrestricted Construction Supervisors License (CSL)
- Remodeling Contractors License (HIC)
- FAA registered Drone Pilot

Training & Development

- Passive House Training
- Marketing Sustainability and Sustainable Design & Historic Preservation - Boston Architectural College
- Envelope and Analyst Training - Business Performance Institute
- GEO Commons Program - University of New Hampshire
- Rural Community Development and Applied Economics - University of Vermont
- Entrepreneurial Negotiations, MITX

Memberships and Volunteering

Professional Memberships

- [PHIUS](#) (Passive House Institute US)
- [MA PHIUS](#) (Massachusetts Passive House)
- [NAHB](#) (National Association of Home Builders)
- [HBRACC](#) (Home Builders and Remodelers Association of Cape Cod)
- [NGBS](#) (National Green Building Standard)
- Member of Yarmouth Chamber of Commerce

Volunteer

- [YDSC](#) (Yarmouth Dennis Soccer Club) Coach, 4 years
- [Cape Cod Mycological Society](#), Founded 2013, Environmental Conservation Organization
 - volunteer for Barnstable Land Trust, Harwich Conservation Trust, and Chatham Conservation Foundation
- Annual supporter of Cape Cod Climate Change Collaborative