

RESUME OF

Jeffrey Ogden (Jeff) Deal

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RECENT EMPLOYMENT HISTORY

October 2018-present

Commercial real estate broker/REALTOR with Massey Commercial Real Estate, Burlington, NC

Marketing, sales, research and valuation of improved commercial real properties and unimproved land; representation of both property owners/landlords and buyers/tenants in sales and leasing transactions.

June 2010-October 2018

Commercial real estate broker/REALTOR with Richard Jones Real Estate, Burlington, NC

Marketing, sales, research and valuation of improved commercial real properties and unimproved land; representation of both property owners/landlords and buyers/tenants in sales and leasing transactions.

January 1986- April 2011

Vice President with Laughlin-Sutton Construction Company, Greensboro (Browns Summit), NC

Business development, project management, and estimating of commercial, industrial, institutional, and utility projects (through both design/build and conventional delivery methods); also managed pre-engineered metal building procurement/erection, insurance, employee benefits, information technology, and marketing/advertising functions for the company. (Remained with this company during overlap period due to this company's need for a qualifier to retain licensing as a public utility/highway-heavy construction contractor).

PRIOR EMPLOYMENT EXPERIENCE INCLUDES:

Sales, estimating, project management and shop drawing preparation for an architectural metals fabricator/erector.

Draftsman for two architectural firms, a residential design/build firm, and a prefabricated building manufacturer.

Sales representative for a manufacturer and distributor of wastewater treatment equipment.

Superintendent for commercial and residential construction projects.

SELF-EMPLOYMENT HISTORY

July 1997-present

President/Broker-In-Charge of Deal RPS, Inc. (formerly Deal/Traywick Corporation)

Preparation of construction drawings/documents under the charge and control of an affiliated professional engineer; also provide construction/facilities management services (cost estimating, purchasing/contracting, scheduling, and project management); also function as an independent travel consultant affiliated with a storefront travel agency. Deal RPS, Inc. is also licensed as a real estate firm (North Carolina real estate firm license number C27379).

EDUCATION

September 1978-May 1980

Guilford Technical Community College, Jamestown, NC

Coursework in Architectural Technology and Real Estate (with subsequent coursework in architectural AutoCAD).

Completed 60 quarter hours of credit with a 3.45 GPA.

August 1974-June 1978

Eastern Guilford High School, Gibsonville, NC

Graduated with honors; also won multiple Vocational-Industrial Clubs of America (VICA) state and district architectural drafting competitions.

PROFESSIONAL LICENSING

Licensed general contractor (unclassified; includes commercial/residential building, public utility, and highway-heavy specializations; license number 73068) by the state of North Carolina since May 2013; previously served as qualifier by examination for Laughlin-Sutton Construction Company's general contracting licenses in North Carolina, South Carolina, and Virginia.

Licensed real estate broker with broker-in-charge designation (license number 56039) by the state of North Carolina since August 1979.

PROFESSIONAL/CIVIC INVOLVEMENT

Past chairman, vice chairman, and member of Guilford County Planning Board from January 2005 until December 2012 (chairman from September 2010 until December 2012).

Past chairman and member of Guilford County Equalization and Review Board (real/personal/business property tax appeals) from January 2005 until January 2011 (chairman from January 2007 until January 2011).

Member of Guilford County Industrial Facilities & Pollution Control Financing Board since May 2013.

Past member of Guilford County Schools Construction Advisory Committee.

Past president, current secretary/treasurer, former director, and member of the Burlington-Alamance County Association of REALTORS Commercial Alliance.

Candidate/member of NC-CCIM.

Past director/advisor of the Metal Building Contractors and Erectors Association-Carolinas Chapter.

Past regional director, district director, and program manager for the North Carolina Jaycees.

Past director of the Greensboro Jaycees and past chairman of multiple committees for Greensboro's PGA Tour golf tournament (currently the Wyndham Championship).

Member of Bethel Presbyterian Church (McLeansville, NC); currently serving as an elder; chaired committee charged with constructing its new fellowship/educational wing.

PERSONAL

Widowed with two adult children; lifelong resident of Guilford County, NC.