



Randall D. Martinez

Executive Vice President & C.O.O.

Randall Martinez serves as Executive Vice President & Chief Operating Officer for Cordoba Corporation, a multi-million dollar consulting firm specializing in infrastructure development services primarily for the public sector. With offices located in Los Angeles, Santa Ana, San Bernardino, and Oakland the company enjoys a statewide, national and international project portfolio by providing civil engineering, project and construction management services. In his capacity as COO, Mr. Martinez is responsible for overall service delivery and resource allocation, and has company-wide responsibility to develop strategic marketing plans, maintain client relations and provide corporate communications. Mr. Martinez has spearheaded the development of Cordoba's technical services, core competencies, markets and client base. He has demonstrated the ability to respond to changing market needs through his knowledge and understanding of the infrastructure development environment in California. He also serves as principal-in-charge and relationship manager for key accounts.



Mr. Martinez is a proven executive manager with twenty years of progressive management oversight experience in civil engineering, strategic planning, construction management, project management, and program management. He has a proven ability to analyze operational processes and then design, develop and implement effective functional procedures and implementation plans. He has successfully managed multi-disciplinary project teams and achieved goals on target and within budget. He has worked closely with developers, contractors and professional consultants with an emphasis in Federal, State and local government successfully establishing policies and procedures, and performing quality assurance oversight for major projects. His emphasis has been in developing public/private partnerships in order to complete infrastructure programs in innovative and cost effective ways. Randall has helped bring together public/private financing and design/build as well as design/build/operate teams for projects spanning the transportation, water/power and educational facilities sectors.

Mr. Martinez has drawn upon his knowledge of the construction engineering process to define and develop exact scope, timelines, and budgets for significant multi-year, multi-million dollar engagements. His recent efforts have included large infrastructure developments and renewable energy projects such as the \$200 million Owens Lake Dust Mitigation Program for the Los Angeles Department of Water and Power, the \$750 million design-build Mid City/Exposition LRT project for Los Angeles Metro; \$260 million construction of the relocation of South Runway 25L and Center Taxiway improvements for LAWA-LAX; \$650 million modernization and new construction of facilities for the Long Beach Community College District; \$2.2 billion modernization and new construction of facilities for the Los Angeles Community Colleges District; and the \$65 million design retrofit of the Transbay Tube's San Francisco Transition Structure for BART.

Randall Martinez earned his Bachelors Degree in Business Administration/Finance from the University of Southern California. He completed the Corporate Board of Directors Certification Program also at the University of Southern California in association with the New America Alliance.

Randall is active in his community and is a member of the California Department of General Services' Small Business Advisory Council, San Francisco CityBuild Professional Services Advisory Committee, and the YMCA of Greater Whittier, Corporate Board of Directors. He has also served as the Board Chairman for the Northern California Financial Development Corporation, a public benefit corporation chartered and regulated by the California Business, Transportation and Housing Agency. From 1996 to 1999, he served as guest host of *El Amanacer*, a public affairs television program where he conducted live "on-air" interviews with political, civic and business leaders discussing issues related to arts, culture and business from the Latino perspective for the UPN network affiliate in the San Francisco Bay Area. In fall 2004, he published his first book, *Ten Days To Get To London – a European Backpacking Adventure*, and has received critical acclaim from several news media organizations for his effort.