



HELEN AVALON



Ms. Avalon is Assistant Director of Business Development with Long International and has over 30 years of experience in marketing, sales, and business development. She is proficient with business development strategy and client outreach campaigns. Ms. Avalon was Colgate-Palmolive's recipient of the "Hall of Fame" award for sales excellence as the top regional sales representative for eight consecutive quarters. As an Account Executive with Prudential-Bache Securities, Ms. Avalon worked as a stockbroker helping clients build their investment portfolios and prepare their retirement plans. She sold stocks, bonds, annuities, currency hedges, and other securities and investment vehicles. In addition, Ms. Avalon is a skilled researcher, writer, and technical editor. She also has U.S. and international experience with database development and issue analysis on large and complex petrochemical and power plant projects.

EDUCATION

B.A., English, Colorado College, Phi Beta Kappa, Cum Laude, 1981
Managing the Project: The Supervisor's Role, Associated General Contractors of America, 2002

PROFESSIONAL AFFILIATIONS

Project Management Institute
Association for the Advancement of Cost Engineering International

TECHNICAL EXPERIENCE

Representative U.S. and international technical experience includes:

- Construction claims analysis and defense on petrochemical and power plant construction claims
- Identification and systematic evaluation of major engineering and construction problems
- Development of computerized database management systems

PROJECT EXPERIENCE

Ms. Avalon has served as a senior data analyst on claims ranging in size from \$20 to \$200 million. She has reviewed project documentation and assessed the performance of owners, engineers, and contractors on projects, both in the U.S. and internationally. Representative projects include the following:

- Database development and issue analysis for a \$200 million insurance claim for non-traditional coverages resulting from delays to the construction of an oil sands mine facility and upgrader unit in Canada
- Data research and issue analysis for a \$21 million claim involving delays and cost overruns due to environmental issues on an offshore oil spar topside facility in the Gulf of Mexico
- Database development and issue analysis for a \$150 million claim involving delays, disruptions, and change orders during the construction of two Polyethylene Terephthalate (PET) plants in Argentina and the Netherlands
- Data analysis and document coding for a \$24 million claim involving delay and disruption on a cogeneration power plant project in Alaska
- Data research and issue analysis for a \$28 million claim involving delays and cost overruns on an insulation manufacturing facility in Canada



PROFESSIONAL EXPERIENCE

Long International, Inc.

Orlando, Florida (2001 to Present)

As Assistant Director of Business Development with Long International, Ms. Avalon is focused on growing brand awareness and seeking new opportunities for Long International in the engineering, construction, energy, oil and gas, industrial, and insurance market sectors. She is also responsible for customer relationship development.

Morningstar & Lark

Orlando, Florida (1998 to 2001), San Rafael, California (1992 to 1998) and Littleton, Colorado (1989 to 1992)

As the Owner of a small publishing company, Ms. Avalon worked as a historical researcher, writer, editor, and business manager of a small press publication. Ms. Avalon gave over 100 radio and television interviews and public speaking engagements to discuss her research and writing including a lecture at Princeton University.

Prudential-Bache Securities

Englewood, Colorado (1986 to 1989)

As an Account Executive, Ms. Avalon worked as a stockbroker helping clients build their investment portfolios and prepare their retirement plans. She sold stocks, bonds, annuities, currency hedges, and other securities and investment vehicles.

Colgate-Palmolive Company

Denver, Colorado (1982 to 1986)

As a Sales Representative, Ms. Avalon served a three-state territory including, Colorado, Wyoming, and Nebraska, selling consumer products to retail and wholesale outlets. She was Colgate-Palmolive's 1984 recipient of the "Hall of Fame" award for sales excellence as the top regional sales representative for eight consecutive quarters.