

Michael Giallanza

6550 Marina Pointe Village Court Apt 203, Tampa, Florida, 33635: (716) 901-3817:

mgiallanza@yahoo.com

During my 32 year career, I have had a vast variety of experiences including field superintendent and President of a building and development corporation. I trust you will find my experiences to be a strong indicator of what I would contribute as a skilled, hardworking, member of your innovative team.

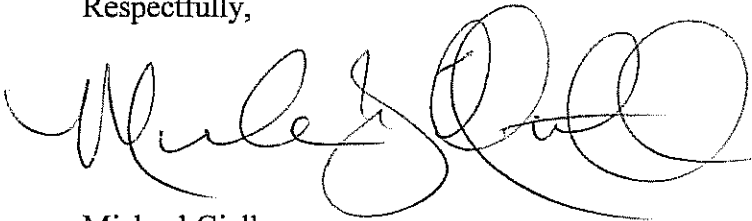
In my experience as a field superintendent I was able to experience the building development business literally from the ground up. I was responsible for clearing land and readying it for the construction of homes. As I advanced to sales, I was able to sharpen my skills by providing customer service to new home owners by discussing land development and home construction options.

I continued to advance in management including Executive Vice President and finally President of the Giallanza Corporation where I learned the acquisition and management of parcels of land. To compliment these experiences, I was also involved with lobbying to the New York State Senate and congress through the Buffalo and Niagara Builders Association for development rights and other fair housing agreements.

These experiences combined with a strong desire for effective communication, problem analysis and implementation, allows me confidence in performing any task with the highest degree of care and ambition.

Thank you in advance for your time and consideration. I look forward to speaking with you soon.

Respectfully,

A handwritten signature in black ink, appearing to read 'Michael Giallanza', with a large, stylized flourish at the end.

Michael Giallanza

Michael Giallanza

6550 Marina Pointe Vlg. Ct. 203, Tampa, Fl. 33635

(716) 901-3817

mgiallanza@yahoo.com

Objective

To acquire a position in residential housing and land development to utilize my experience and knowledge.

Qualifications

I have worked in the residential housing and land development field for the past 32 years through various opportunities. I started from the ground as a field superintendent and rose to Executive Vice President during my tenure with the Giallanza Corporation. I have also served on numerous committees in a variety of capacities. As a land developer I exemplify dependability, loyalty and a strong commitment to quality. As a person I am honest, enduring, and conscientious.

Work Experience

Richardson House Antiques

Lancaster, New York 14086

President (2006 to present)

Responsible for the acquisition of antiques. Oversee the cataloging and collection of all antiques acquired and sold. Manage all financial records associated with transactions and overhead reconciliations.

Lancaster Land Sales

Lancaster, New York 14086

President (2006 to present)

Managed the distribution and sale of parcels of land. Directed the construction of residential and commercial lots.

The Giallanza Corporation

Lancaster, New York 14086

Executive Vice President (1981 to 2006)

Responsible for managing and coordinating the construction, marketing, and sale of residential developments including both single and multi-family projects. Oversaw the construction of some commercial properties and general land development.

Assistant Sales Manager (1979 to 1981)

Responsible for the marketing and sale of single-family homes. Coordinated the hiring of leasing and rental staff and their operations.

Field Superintendent (1976 to 1979)

Responsible for coordinating, organizing and directing over 75 subcontractors in the construction of 300 single family homes.

Community Activities

- Panel Member of the Erie County Blue Ribbon Commission on Minimum Housing Standards
- President (1998) of the Buffalo-Niagara Builders Association
- Chairman (1992 to 1997) of the Legislative Affairs Committee of the Buffalo-Niagara Builders Association
- President (1994 to 1997) of the Lancaster Opera House

References by request