

A construction site at sunset. The sky is a deep orange, with a large, bright sun low on the horizon. Silhouettes of construction cranes, a tall building under construction, palm trees, and a street lamp are visible against the sky.

# AMERICAN BUILDERS QUARTERLY

# DELTA CONSULTING GROUP

PREVENTATIVE AND TRIAGE CONSTRUCTION HEALERS

# DELTA CONSULTING GROUP



## PREVENTATIVE AND TRIAGE CONSTRUCTION HEALERS

by Betty Gottman

WHEN JEFFREY E. FUCHS, PE, CPA AND J. Mark Dungan founded Delta Consulting Group in 2000, they earmarked troubled projects and litigation work as a strong niche for their new company.

With expertise in forensic engineering and accounting, construction management, and expert witness testimony, Jeff Fuchs had the demonstrated ability to quickly assess problems. Mark Dungan's troubled project workout, construction claims analysis and surety consulting complemented Jeff's perfectly. And as former construction company owners, they knew two things: that contractors are eternal optimists, and that a host of

## A MESSAGE FROM CBRE REALTY FINANCE

*"We are proud of the working relationship we've developed with Delta Consulting Group. Delta has provided a variety of program management services and become a trusted partner on some very complex projects. The professionalism demonstrated throughout the company is outstanding." - Ann Marie O'Rourke, Vice President, CBRE Realty Finance, an indirect subsidiary of the CB Richard Ellis Group, a commercial real estate specialty finance company primarily focused on commercial real estate loans and securities.*

“ WE KID AROUND HERE, SAYING WE’VE BEEN TO THE DARK SIDE, AND HAVING BEEN TO THE DARK SIDE, WE CAN BRING A LOT OF LIGHT TO OUR CLIENTS. ”

—Jeffrey Fuchs, Co-Founder

things can go wrong in project planning and execution.

Their chosen niche proved an effective springboard for Delta. “Having worked with troubled projects and litigation, when you are working with project management, you really know what to look for and how to avoid trouble,” said Mark. For the first three years, Delta doubled its size each year.

Recent growth has averaged 30 percent annually, and Delta now has offices in Washington, DC, Alabama, California, and Florida.

On any given day, the Delta team, now numbering over 40 employees, consults on ventures that involve condos, retail, hospitality, commercial, religious organizations, educational institutions, energy producers/suppliers, environmental companies, health care, industrial companies, courthouses and jails,

heavy civil projects, and all types of transportation. The company has been retained to investigate projects ranging from construction defects in single-family homes and light commercial buildings to very complex power and process projects costing over \$1 billion. They also assist at the beginning of projects to ward off any potential difficulties.

Following the devastation of Hurricanes Katrina and Rita, Delta was quickly retained and deployed to provide damage assessments for the New Orleans Public School system. The mayor had issued a mandate; all of the projects had short deadlines. Approximately 80 of the over 100 schools had to be assessed for damages. “The schools were spread all around the city, and the defects varied,” says Jeff. “Some of the schools were very, very bad off; some weren’t so bad off. Each

one was unique; that’s what made it so difficult. The assessments were custom made, and the rebuild or retrofit—each one was a custom job.”

Often, troubled sectors of the economy present an opportunity for Delta to be of service. Due to the recent hardship in the residential market, Delta is currently assisting owners and lenders of at least five condo projects across the country. The help varies and may include project supervision of condo upgrades, developing baseline schedules and creating recovery schedules, converting condo units into apartments (or vice versa), and changing specifications to make units economical and saleable.

“Sometimes you almost feel like a doctor, somebody with a patient who is suffering. And some of the suffering is bad; some of it goes straight on through to bankruptcy,” says Jeff. “We kid



Above (left to right): Founders, Mark Dungan, Executive Vice President and Jeffrey Fuchs, President  
Opposite Page (top to bottom): A Delta consultant assessing a New Orleans Public School, and bridge

#### DELTA CONSULTING GROUP AT A GLANCE

**LOCATIONS:** Alabama, California, Florida, Washington, DC

#### AREAS OF SPECIALTY:

- Program and Project Management
- Financial Management and Advisory
- Troubled Project and Surety Consulting
- Contract Dispute Avoidance/Resolution
- Expert Witness Testimony

**ANNUAL GROWTH:** Doubled each year in the first 3 years

**RECENT GROWTH:** Average 30%

**EMPLOYEES:** Over 40

[www.DELTA-CGI.com](http://www.DELTA-CGI.com)



## A MESSAGE FROM STEVE SCHOOLEY

*“As lead trial counsel representing the wrongfully terminated subcontractor, Ground Improvement Techniques (GIT), on a U.S. Department of Energy Uranium cleanup project, I needed highly competent engineers, forensic accountants, and dispute resolution experts, to provide a myriad of expert witness services to my client. I retained Delta Consulting Group, based on their reputation of excellence. Their expert witness report was exceptional and their testimony was easily understandable, flawlessly presented, and virtually impenetrable. After concluding a three-week trial in Denver, Colorado, GIT was awarded a \$27.2 million judgment after the United States District Court for the District of Colorado accepted a unanimous verdict from the 12-member jury. This case was one of the largest jury verdicts within the United States in 2006.”* – Steve Schooley, Esq., The Schooley Law Firm of Orlando, Florida.

around here, saying we’ve been to the dark side, and having been to the dark side, we can bring a lot of light to our clients.”

One of Delta’s larger litigation cases demonstrates that point. The Ground Improvement Techniques, Inc (GIT) case involved a large uranium remediation project in Slick Rock, Colorado (the site where Pierre Curie and Madam Curie obtained radium concentrates for their work in France). “This was a huge undertaking by the Department of Energy to clean up these sites all around Colorado, Arizona, and Utah. Our client was the contractor that had the project,” says Jeff. “During

the project, some of these local guys out there really got hurt by the way the contract was administrated. Some of them were teetering on bankruptcy, and some of them did go bankrupt. The case went on for 11 years, and finally in the end our clients prevailed for every single penny, everything they asked for, all the interest, all the attorney’s fees.”

The demand for Delta’s services is global. Many of Delta’s Latin American jobs have been billion dollar plus projects, including plants in Argentina, a large industrial plant in Venezuela, and several petrochemical plants in Mexico. “Our international work certainly has expanded,” says Mark, adding, “In this

year alone we’ve worked on sites in Germany, Romania, South Korea, and China and are currently assisting with a power plant in Japan.”

According to Jeff and Mark, knowing that Delta ‘makes the difference’ for their clients and growing their business are two of the most rewarding aspects of their business. “When you are busy like we are, it means that you are delivering a quality product that clients see as a ‘value add’ to their business. It becomes the perfect time to manage your growth and recruiting the best professionals and investing in business development opportunities.” <sup>ABQ</sup>