Albert L. Boesdorfer

401 E. 8th St. STE 214 PMB 863, Sioux Falls, SD 57103 | 217-638-5000 | al@boesdorfer.com

Summary of Expertise

* Provide both introductory and advance training for technicians and engineers.
* Associate Director of Facilities with primary responsibility of 40 personal with related responsibilities of over 100 additional personal.
* All utility responsibilities including a water tower, pump station, 4160 electrical distribution, Central Plant with gas, oil and wood fired high pressure boilers and centrifugal/absorption chillers and all plumbing including lift stations.
* 3.5 million square ft. of building space along with a farm and rodeo.
* Professional licenses include electrical, mechanical, plumbing (apprentice), real estate brokers and fire suppression. Licenses are not current.
* Technical knowledge in multiple trades to the level of instructor to engineers, technicians and facilities personal.
* Experience with scheduling both routine and emergency maintenance and repairs. Experience in managing multi-craft projects. Experience in dealing with OSHAE and required training.
* Started and progressed with two maintenance programs for higher education. Managed a maintenance/service team with over 4.5 million under contract including facilities from educational facilities to industrial plants.
* Experienced in renewal lists and developing long range budgets. Develop routine cleaning and maintenance for breaks.
* Experience working with outside contractors and engineers to develop the best solutions for the university.
* Establish all types of contracts including rates, materials and if desired full service contracts.
* Worked with janitorial as direct support. Managed through a crisis when manager was not available.
* Worked with landscaping and grounds to ensure quality of product.
* US military veteran with a background in security.

Professional Experience

 **SMALL BUSINESS OWNER| BOESDORFER ENTERPRISES| OCT. 2020 – PRESENT**

* **I wrote this description on Linkedin.**
	+ During the middle of last year (2020) I moved from being a full-time employee to that of an independent contractor. That has allowed me to work with many other companies and technologies. I still work with Custom Controls as an independent and totally support all of their products. In addition to Custom Controls, I have picked up many other products to work with.

	Unlike many, my overall desire was never to work for myself. I know the sacrifice and understand all of the hours a small business owner must put in. I also know that to be successful in a business you must perform many different tasks. I have nothing but respect for those who have formed and successfully operated any business. Hopefully, I can be as successful as those who I have looked up to.

	I will be providing all of the same support those of you have come expect from me. This support will focus on IAQ issues. I look forward to picking up other products to enhance my portfolio. Additional products will include hazardous and corrosive duty equipment.

	Many of you know and understand my background with that my company will be focused on connecting manufactures with contractors. I will do these two ways. First by direct contact to contractors and second by providing much needed support to distributors. I know from experience that if the technician doesn't understand the product, then the product gets a bad name.
* Having a vast background from Grocery Store refrigeration (including Ammonia) to warm air systems, it was my decision to focus on IAQ. Those focuses include;
	+ Humidity Control
	+ Ionization and other air cleaning products
	+ Focus on 90.1 and 62.1.
	+ Teaching the use of Psychometrics as a technician’s tool to solve many issues.
	+ IAQ also includes many grow facilities and vertical grow houses.
	+ Even though, I may not be the biggest green person, I believe in conservation of all resources. It makes sense to save.
* Work with a group of engineers to develop a holistic plan to IEQ (Indoor Environment Quality) issues. We take IAQ to a new level and with that a new approach to providing service to all owners. We have trademarked IEQ.

 INDEPENDENT SALES CONTRACTOR| Custom Controls Co. | Sep. 2016 – present

* Work on regaining loss business.
* Research and develop a distribution network throughout the US.
* Develop presentations for all types of clients.
* Research new industries for potential business opportunities.
* Develop sales plans for the 4 lines of business.
* Provided training to technicians and engineers on various products.
* Provide engineering support for new products.
* Conduct CE (continuing education) classes for both engineers and technicians.

Sr. Apps. Engineer/ | Rawal Devices | aug. 2013-Jun. 2016 (consultant)

* Develop both on site presentations and webinars for sales and technical personnel.
* Develop, provide and oversee certification training for products.
* Provide technical support and build relationships with existing partners, while rebuilding partnerships with past partners.
* Provided market and product feedback to home office and look for success stories to be published.
* Research and provide information for white papers.
* **The last 14 months employed as an engineering consultant due to a change in the way they are going to market. Wanted me to move to the Northeast.**

Member | Local 137 | April 2010-2018 (RETIRED FROM THE LOCAL)

* Worked from the hall during changes in employment.
* Performed duties that included Service Management, Sales and project management.
* Normally filled in for a contractor until a permit solution was found.
* Health reason have kept me from returning to the hall full time. Contractors in the area in need of management needs that person to also run service.

ASSOCIATE DIRECTOR OF FACILITIES | NORTHWEST MISSOURI STATE UNIVERSITY | jUNE 2015-FEB. 2016

* Ensures the success of Facility Services by establishing consistent goals, developing operational procedures and guidelines, and making decisions on both procedural and technical levels
* Aids in the development of long range plans for needed repairs and renovations of campus buildings and facilities, including conducting and analyzing the data from the facilities audits, utilizing the data to maximize the efficiency of current infrastructures while preparing for future expansions, and recommending the appropriate priorities for repairs and renovations
* Utilizes reporting to improve efficiencies and staff productivity in all supervised departments
* Ability to produce, edit, and proof professional correspondence to ensure content accuracy
* Evaluates service contracts for alignment with the University's needs and vendor performance
* Develops standards for service and workmanship to ensure satisfactory quality of work performed by internal staff and external contractors
* Works with Capital Programs to help ensure that the conditions of plans and specifications on construction projects are met by contractors by observing progress, reporting observations to Project Managers, and assisting with the review of any modifications that may be suggested during the construction of a project
* Responds to emergencies in off hours, as necessary
* Financial skills with proven ability to plan and manage both operating and capital budgets
* Must have ability to problem solve while under great pressure during emergency situations.
* Assists the University in maintaining a campus environment that is compliant with all applicable codes/regulations and provides solutions to resolve any discovered non-compliance
* Working knowledge of regulatory agencies and standards (OSHA, EPA, DOT, NFPA, Building Code, etc) and the ability to train all levels of facility staff on procedures, equipment use, and safety issues
* Develops an effective and efficient staff by hiring qualified applicants, training personnel to departmental standards, assigning work appropriate to employees' capabilities, and evaluating performance
* Ability to apply principles of influence systems, such as motivation, incentive, and leadership, and to exercise independent judgment to apply facts and principles for developing approaches and techniques to resolve operational issues.
* Performs other related duties as assigned
* Asked to help develop a maintenance program for the university by the director.
* In a short period implemented TMA maintenance program.
* Responsible for the maintenance of over 2.5 million square feet along with a farm, underground utilities and central plant.

regional sales manager | Rawal Devices | august 2011 – august 2013

* Managed sales in Indiana, Illinois, Iowa, Wisconsin, Minnesota, Wisconsin, North Dakota, South Dakota, Missouri, Michigan and parts of a number of other states.
	+ - * + Established relationships and built a quality network of wholesalers, where there were none.
* Presented to engineers, facilities managers and technicians throughout my assigned area.
* Provided nationwide technical support throughout the Rawal network.
* Provided training to technicians on the product.
* Established growth plans for the area and identified potential opportunities and applications for the product.
* 400% sales growth in the area in each of the first 2 years, promoted to Senior Applications Engineer.

Lead hvac technician | illinois college | September 2010 – august 2011

* Cataloged and identified all HVAC/R equipment.
* Tasked and entered all equipment into PM software (Schooldude).
* Developed frequencies for all equipment using ASHRAE 180-2008.
* Supervised outside vendors.
* Established RFPs and budget items for the campus.
* Identified existing issues within the building and developed a plan to eliminate those issues.
* Provided input and quality control on all new capital projects.
* Reduced operating costs by using knowledge gained from ASHRAE Standard 90.1.

Service Manager / Regional Service Provider / Linc Contractor | Star Service | oct. 2006 - Apr. 2010

* Maintained P/L and implemented technician and customer relations training to improve customer service.
* Implemented a quality control program to ensure the customer received their product and the company made the required profits.
* Worked with sales to implement a new way of approaching customers, which resulted in a near 100% closure rate.
* Managed over 4.5 million in service accounts with less than 2% cancellation rate, as well as 26 technicians, 4 filter changers, and 4 support staff covering three states.
* Grew the overall service from 2 million (16 technicians) to 4.5 million (26 technicians) with an overall gross profit reaching 35%.

Co-Owner | Al & Mike services | november 2003 – october 2006

* Tried working in real estate that didn’t work out so good. Learned much and decided it isn’t for me.
* Negotiated contracts for the purchase of rental property and established restaurant repair services to supplement refrigeration business.
* Established network opportunities through competition and created state and federal opportunities.
* Established and perfected total building concept.

Area Foreman | ruyle corporation | january 2002 – november 2003

* Established HVAC shop in Springfield IL and other shops throughout the Midwest, including Colorado.
* Grew the revenue to 1 million in 18 months and the number of total technicians up to six in Springfield, IL area.

 service forman and director of property| l & l mechanical/Egizii property management | 1994 – january 2002

* Retained by owner of L&L Mechanical after the company was sold in 1999 to help manage over 1.5 million square feet of office and retail space.
* Recognize energy hogs and put into place a plan to reduce consumption.
* Manage all (trades) contractors and maintain tenant satisfaction.

Education

HVAC/R Certification | Lincoln Land Community College, Springfield, IL

Centrifugal and Absorption Chillers – Servidyne training

United Association Plumbers and Pipefitters Star Certified in HVAC

Washtenaw Community College – 32 credit hours

Linc Service Managers Training

Numerous additional trainings, including DDC (ASI controls), Hot Water and Steam training, and several compressor courses

Professional Licenses / Associations

Member RSES (Refrigeration Service Engineers Society)

Member ASHRAE (American Society of Heating Refrigeration and Air-conditioning Engineers)

Commercial Mechanical License (City of Springfield, IL)

Commercial Master Electrician License (City of Jacksonville, IL)

Plumbing License (State of Illinois)

Licensed Real Estate Broker (State of Illinois)

Member of Local 137 Plumbers and Pipefitters (Journeyman Refrigeration Fitter) (Also held foreman, general foreman, service manager and superintendent status)

Member of the Refrigeration Examining Board (Local 137)