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## **2021 Women in Construction: Lee Sullivan, President, Lion's Head Cost Consultants, Inc.**

March 26, 2021 - Spotlights



What was your greatest achievement or most notable project in the last 12 months? A year ago, we wrapped up preconstruction on the UCONN Supplemental Utility Plant project that will provide

cooling and a new electrical substation for UCONN's Northwest Science Quad. I was the estimator and preconstruction manager working with Bond Brothers on the project. I was really proud that we carved out over forty bid packages to create opportunities for minority and small businesses. Our bids came in under budget and exceeded the SBE/MBE procurement goals.

What are you most looking forward to post-pandemic? Heading out on my postponed cross-country motorcycle trip.

Starting out in the A/E/C business, who or what empowered you? The very start of my interest in construction came from my grandmother who taught me at age five to identify Doric, Ionic, and Corinthian columns, for example. All of my family encouraged me to follow whatever path interested me.

How have you adapted and changed in the last 12 months? I've become adept at screen sharing and background lighting. My AV skillset has blossomed!

What steps have you taken to ensure the continued success of your firm? With the pandemic-induced uncertainty, Lion's Head Cost Consultants did three things to ensure continued success: 1) we diversified our client base, 2) added cloud-based Sage Estimating to our technology toolbox, and 3) continued to focus on our clients' need for timely, accurate cost estimates.

Why should women consider a career in the A/E/C industry? Women should consider a career in this industry because it is fun, challenging, and will never go away. The relationships developed over the years make it fun. Unforeseen conditions on a jobsite or in the economy create challenges—and you feel proud when you overcome these trials. And finally, new construction and renovation of older buildings is always needed. In fact, an exciting part of the future of this industry is how we can play a major role in the mitigation of climate change through more efficient buildings. Buildings contribute more than 35% of greenhouse gases—quite a target. The A/E/C industry makes a great and meaningful career.

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