

# Joseph P Kosteczko



*Focus: Executive Management of Operations, Programs, Projects, and Finances*

## QUALIFICATIONS PROFILE

Experienced, and results-oriented Senior Leader with progressive experience in operations, program and project management, equipment and facility management, contract and financial management, and strategic leadership. Proven track record in maintaining effective organizational operations and managing large complex projects and programs while ensuring cost control, increasing revenue and maintaining customer satisfaction. Committed to forging strong rapport with internal and external partners. Highly analytical in strategizing, organizing, and directing business operations to optimize efficiency, and productivity.

## AREAS OF EXPERTISE

- ✓ Business Operations and Management
- ✓ Leadership and Management
- ✓ Strategic Planning
- ✓ Training and Organizational Analysis
- ✓ Workforce and Business Development
- ✓ Program and Project Management
- ✓ Maritime Operations and Engineering
- ✓ Customer Relations and Process Improvement
- ✓ Finances and Contract Management
- ✓ Port, Logistics, and Stevedoring

## PROFESSIONAL EXPERIENCE

### Old Dominion University ▪ Suffolk, Virginia

#### Director of Operations – Office of Enterprise Research and Innovation (OERI) July 2023 - Present

- Supports the Virginia Digital Maritime Center (VDMC) as a Subject Matter Expert for various shipbuilding, ship repair, and maritime research, curriculum development and workforce development initiatives
- OERI's POC for development, negotiating and processing NDA, MOUs, MOAs, and other various agreements across 5 research centers.
- OERI's POC for handling pre-award development of grants and contracts across 5 research center.
- Provides program management support senior leadership for various projects, grants, and programs across 5 research centers. to include but not limited to financial and technical reporting, scheduling, oversight of activities to include safety and adherence to contract, or other directives

### Old Dominion University ▪ Suffolk, Virginia

#### Director of Operations – Hampton Roads Biomedical Research Consortium February 2023 - July 2023

- Lead and managed the daily operations to include the management of laboratory spaces (Advanced Manufacturing Integration and Prototyping), classrooms, offices, conference rooms and collaboration spaces.
- Responsible for management and execution of a \$4M annual budget spread across several different accounts to include state funding, grants, contracts and other operating accounts.
- Develop and execution of operating plans and procedures for continuous operation of programs and facilities.
- Provides program management support senior leadership for various projects, grants, and programs
- Management of facilities of labs, offices, and building to include maintenance, repair, outfitting, supplies, and all things related to operations within the building and the organization.

### Notable Accomplishments:

- ✓ Within two months of assuming position, led the set-up and fit-out of all the labs, and other facilities
- ✓ Grand Opening of the HRBRC Headquarters on 7<sup>th</sup> April 2023

### Old Dominion University / Virginia Modeling Analysis and Simulation Center ▪ Suffolk, Virginia

#### Assistant Director – Digital Shipbuilding Program (DSB) October 2018 – February 2023

- Created and managed short, and long- term goals and strategies for the DSB. Leads and manages day-to-day activities of the DSB including curriculum development, research, workshops, outreach events, and oversight of research laboratory and equipment dedicated to DSB to achieve goals and strategies
- Developed and executed budget and operating plans for VDSP to include multiple contracts, grants and financial sources to achieve short, and long- term goals.
- Provides program management support for various projects and grants to include and not limited to financial and technical reporting, scheduling, oversight of project activities to include safety and contract adherence.
- Provided oversight of grant proposals and program funding requests. Develop strategies for funding vehicles to continue the sustainment of VDSP
- Develop and provided analysis methods of program strengths and weaknesses to find innovative solutions to problems

### Notable Accomplishments:

- ✓ Led the team in securing over \$10M in new funded research and creation of over 29 new curricula outlines

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and programing.

- ✓ Led the team to establish the Brooks Crossing Innovation Lab which included the hiring of a Lab Director, purchasing of equipment, working with builder and stakeholders and transition of lab to ODU.
- ✓ Established 5-year strategic plan and the DSP Advisory Boards.

## **Colonna's Shipyard, Inc ■ Norfolk, Virginia**

### **Contract and Project Manager**

**March 2017 – October 2018**

- Provides project management support for civilian and government projects to include and not limited to financial reporting, scheduling, oversight of project activities to include safety and contract adherence.
- Reports on project activities and monitors operations in relation to subcontracts, financial plans, contract adherence, revenue and strategic goals
- Manages various contracts ensuring the delivery of program and project contractual and financial reports to include but not limited to Condition Reports, CDRLs, EVM reports, and various other required reports
- Primary contractual customer POC. Develops pricing and negotiates Change Orders for all growth work.

### **Notable Accomplishments:**

- ✓ Managed and Executed projects worth approximately \$24M a year of revenue for the company
- ✓ Developed a workload planning tool to assist in analysis and prediction of workforce needs based on current work, proposals and P-win calculations.
- ✓ Negotiated over \$5.7M growth (70% increase in contract) and developed the \$6.4M Request for Equitable Adjustment (REA) argument for the T/V NARRAGANSETT Availability

## **Epsilon Systems Solutions Inc ■ Portsmouth, Virginia**

### **Programs Manager – Program Management Office (PMO) Lead**

**January 2014 - March 2017**

**February 2009 – April 2009**

- Provided strategic plans and participates in Annual Budgeting Planning process and corporate strategies
- Prioritized projects, personnel requirements, resources and control of costs using lean concepts
- Primary customer point of contact for all product lines to include multi-year/delivery order CPFF, FFP, T&M and other contracts for various US Government Ship and Shore Infrastructure work and civilian ship work.
- Interfaced with Business Development Manager to capture new and emerging work.
- Supervises and manages Program Analysts, Planners, and Estimators
- Technical and Proposal Writer: Performed technical and proposal writing for new contracts and delivery orders for awarded IDIQ contracts. Performed “red team” review of various proposals prior to submission.
- Managed various CPFF, FFP, T&M contracts ensuring the delivery of program and project contractual and financial reports to include but not limited to Condition Reports, CDRLs, EVM reports, At Risks, 75% reports, etc.

### **Notable Accomplishments:**

- ✓ Hand-picked by Director of Operations to establish the Program Management Office (PMO) and developed procedures to increase efficiency of operations
- ✓ Captured and increased revenue of \$8M in new projects and contracts for 2015 and 2016

## **Alpha Solutions Corporation ■ Virginia Beach, Virginia**

### **Senior Management and Training Consultant**

**April 2009 - December 2013**

- Performed root cause analysis (lean analysis) of readiness and training gaps. Provided material, process, operational, logistics, financial and policy recommendations to resolve emerging Navy Fleet readiness gaps
- Provided assessment and oversight of various US Navy new acquisition programs to include Littoral Combat Ship (LCS), next generation Destroyer (DDG 1000), next generation Amphibious Ship (LPD-17), restart of the current Destroyer program and Joint High Speed Vessel (JHSV).
- Key team member of the Navy initiative to adopt Lean Six Sigma process to readiness production (i.e. Admiral Gortney's Readiness Kill Chain) pulling in all stakeholders including the Fleet, Industry, Community and Government administration in making readiness decisions

### **Notable Accomplishments:**

- ✓ Developed & executed training & readiness analysis tools such as “trip wires”, Fleet Leading Indicators and data points to assess Fleet's Mission Essential Tasks for the Defense Readiness Reporting System
- ✓ Key input into the USFF table top evaluation of the LCS program that led to decisions on post 2013 development of the program.

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## US Navy – Surface Warfare Officer / Merchant Marine Reserve Officer

**Active Duty: July 1998 – August 2002 & September 2005 – February 2009**

**Reserve Duty: August 2002 – September 2005**

- **Shipboard Operations Officer:** Led Operations Department on two separate ships (USS ELROD & USS WARRIOR) which included execution of daily and long-term shipboard operations, navigation, communications, seamanship and safety. Coordinated daily and strategic operations while liaison with supply, engineering and combat systems department heads for effective employment of the vessel. Plan and directed two (2) years of a long range schedule coordinating the overall training and employment of the vessel to include major inspections, certifications, training, daily operations, special evolutions, and all Safety Programs onboard.
- **Director of Operations and Training, Reserved Readiness Command Midwest:** Responsible for the oversight and execution of the operations and training budgets and programs in a region consisting of 32 navy reserve centers in 12 states made up of 12,000 navy reservists and 400 active duty members.
- **Shipboard Navigator:** USS STOUT (DDG-55) Fleeted up during first tour division officer as an Ensign which is normally reserved for second tour division officers. Led Navigation and Visual Communication which consisted of two work centers and about 15 personnel. Led the Navigation team which consisted of a very junior quartermaster for the Navigation Certification
- **Shipboard Gunnery Officer:** USS STOUT (DDG-55): Led the Gunnery Division consisting of approximately 40 personnel, 4 work centers, 3 Chiefs and included management of all ordnance onboard the vessel
- **Reserve Naval Officer:** Active member the Merchant Marine Reserve Program (now Strategic Sealift Officer). Reserve duties included Port Operations at Naval Station Pascagoula, MS, Maritime Administration Office at Norfolk, VA leading and conducting repairs on RRF ships in ROS status located at Newport News, and Office duties at the Merchant Marine Reserve Program Office in New Orleans, LA.

## NSA Agencies Inc ▪ Mobile, Alabama

**Assistant Manager – East Gulf**

**August 2002 - August 2005**

- Head of vessel operations and stevedore superintendent for company operations in Gulf ports of Mobile, Alabama; Pensacola, Florida; Pascagoula, Mississippi; and Gulfport, Mississippi.
- Liaison with government organizations, port officials and ship owners/operators in regard to ordering port services for vessels, prepared and presented government entrance/departure paperwork and other shipping documents, hired and directed contractors and vendors, supervised cargo operations, oversaw funding, payment of vendors and handle any collections from clients. Represented ship/ship owners for ship environmental standards/inspections for safety, destructive weather planning, cargo evolutions, and all port entry procedures

## EDUCATION & QUALIFICATIONS

- **Project Management Professional (PMP)** Mar 2024
- **Southern New Hampshire University; Manchester, New Hampshire**
  - ✓ Masters of Science in Operations and Project Management (OPM) Mar 2015
  - ✓ Graduate Certificate Project Management Mar 2015
  - ✓ Graduate Certificate Lean Six Sigma Black Belt Mar 2015
- **US Merchant Marine Academy; Kings Point, New York**
  - ✓ Bachelors of Science in Marine Transportation, minor Marine Engineering Jun 1998
  - ✓ 3rd Mate Unlimited Tonnage US Merchant Marine Officer License (expired 2014) Jun 1998
  - ✓ Qualified Member of Engine Department US Merchant Marine (expired 2014) Jun 1998
- **Association of Ship Brokers and Agents (USA), Inc - Certified Agent**

## Professional Memberships

- Propeller Club – Port of Mobile, AL (2002 – 2005)
- Coastal Virginia STEM Ecosystem Hub (2020 – Present): Strategy Board Member
- Project Management Institute (2023 – Present)
- American Society of Naval Engineers (2018 – Present)
  - ✓ Tidewater Chapter Chair (2023 – 2024) / Tidewater Chapter Vice Chair (2022 – 2023)
- American Society of Engineering Educators (2020 – Present); Military Veterans Division (MVD) (2021 – Present)
- US Navy League (2024 – Present)
- Virginia Ship Repair Association (VSRA) (2018 – Present)