

Richard Carroll, AIA LEED AP BD+C

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I am a highly competent Principal who profitably operated a small boutique design firm of 5 people for over 20 years. I am an acknowledged thought-leader in the design of specialized senior care environments. My greatest strengths are my ability to connect with people, a rigorous design methodology and skillful business management. I am interested in brining my extensive experience and clientele to a new opportunity to work with a diverse talent group on larger and more complex projects.

Market Sector Experience

Senior Care – specialized federally funded day programs, national clientele

Healthcare – behavioral health, outpatient and primary care services, regional clientele

Educational - K-12, College & University, private institutions

Corporate – high end custom workspaces

Urban Renewal and Adaptive Reuse

Professional Experience

Senior Associate - JKRP Architects, 2016 – present

70-person design firm that is focused on providing quality work to healthcare, residential, entertainment, hospitality and retail clients.

- Primary responsibilities are project management, business development and client relations of firm's healthcare studio.
- Work with Healthcare Principal to increase healthcare market revenue and marketshare.

Principal/Partner - McAuliffe + Carroll Architects, 2008 – 2016

5-person design firm that is focused on providing quality work to senior care, educational and urban renewal clients.

- Increased Net Revenue by 180% and increased Net Income by 204% between 2012 and 2016.
- Averaged a net profit margin of 25.3% over 8 years of operations.
- Managed firm financial matters including contract negotiations, fiscal planning and analysis.
- Managed Senior Care market sector strategic planning and implementation.
- Oversaw design and production for an average of 14 projects per year.

Principal/Sole Proprietor - Carroll Architects, 1997 – 2007

4-person design firm focused on providing quality work to custom residential, senior care, educational and urban renewal clients.

- Started in private practice with a single client. By 2007 the list had grown to include numerous private and public clients.
- Net Revenue in 2007 was \$300,000. Profit margin was 21.2%
- Designed and constructed the first Program of All-Inclusive Care in the State of NJ (2005-2007).
- Work was published in several outlets including Taunton Press and made appearances on HGTV's, *What You Get for the Money*.

Project Manager - Faridy, Thorne & Fraytak Architects (now FVHD Architects and Planners, PC), 1994 – 1996

50-person firm specializing in educational facilities for K-12 and Higher Education markets.

Project Architect - Spiezle Architectural Group, Inc., 1992 – 1994

45-person employee owned firm with diverse project types across the Mid-Atlantic and Northeast.

Adjunct Faculty - Rutgers University Bloustein School of Planning and Public Policy, 2011 – 2014

World-renowned academic research institution that is developing tomorrow's leaders in the fields of public health, public policy and urban planning/design.

- The only professional architect to be on the faculty at the University during this timeframe.
- Implemented a custom course curriculum for a diverse set of degree programs.
- Integrated the use of online assets to support a design-based curriculum.
- Created an objective rubric methodology for the grading of increasingly complex design problems.

Education

Temple University, Philadelphia, PA

Bachelor of Architecture, 1990

Licensure

New Jersey, 1993; Pennsylvania, 1996; West Virginia, 2008; Indiana, 2015; Wyoming, 2016; NCARB Certified

Professional Certifications

LEEP AP, 2008

LEEP AP BD+C, 2013

Affiliations

American Institute of Architects

Eastern Pennsylvania Geriatrics Society (EPGS)

Society for Marketing Professional Services (SMPS)

Health Leaders Network of the Delaware Valley

Health Facilities Managers Association of the Delaware Valley

Southern New Jersey Development Council – Healthcare Committee and Healthcare Planning Committee

American Institute of Architects

US Green Building Council

USGBC – NJ

Community Design Collaborative, Philadelphia

LeadingAge - NJ

LeadingAge - PA

PA LIFE Providers Association

NC PACE Association

New Jersey Future

Architecture 2030

Urban Land Institute

Awards

2018, AIA Bucks County, Award for Design Excellence, SteepleView I, Newtown, PA

2017, AIA Philadelphia, Community Design Award, Frankford CDC/Arrot Transportation Center, Philadelphia

2016, Michiana Area Construction Industry, Excellence in Construction, St. Joseph's PACE, Mishawaka, IN.