



NCSITE Mentoring Program

Mentor Resume:

Terry Snow, PE
Gannett Fleming, Inc.
Raleigh, NC

Contact Information: tsnow@gfnet.com
919-530-9268

Educational Background: • BS in Civil Engineering (NC State University)

Work Background:

- 32 total years of experience in traffic engineering, transportation planning, project management, proposal development, and business development for private sector consultants.
- 6 years of business development, proposal development, client management, senior leadership, financial management, and project oversight/leadership for transportation, facilities, construction services, water, GIS, and power in the Southeastern US at Gannett Fleming.
- 20 years of business development, proposal development, client management, office leadership, and project management for transportation planning, traffic engineering, design/build for State DOT's, local governments, MPO's, and private developers while employed with Volkert, CDM Smith (formerly Wilbur Smith Associates), Neel-Schaffer. Formed by own company Terry M. Snow Engineering before selling it to another private engineering company.
- 6 years as a project engineer performing traffic impact analyses, traffic forecasts, (NEPA including Categorical Exclusions, EA/FONSI, and EIS's), air quality analysis for transportation projects and parking facilities, noise analyses for transportation projects and quarry operations, public hearing maps, structural beam, girder, and column designs for commercial and industrial buildings, and civil/site designs.

Career Volunteer Background:

- Fellow, Institute of Transportation Engineers
- ITE Consultants Council Executive Leadership Team 2020-current
- Member, Southern District of the Institute of Transportation Engineers
- Section Director, 2000-2004
- Connector Committee, 2015
- Member, North Carolina Section of the Institute of Transportation Engineers
- Strategic Initiatives Council Chairman, 2014-2015
- Strategic Initiatives Council Member, 2016- current
- President, 1999
- Board of Directors, 1993-2004

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- Member, Raleigh Engineers Club
- President, 1997
- Board of Directors, 1994-1997
- Member, 1994-current
- Member, American Society of Highway Engineers
- National Conference Local Arrangements Chair, 1999
- National 2020 Conference Co-Chair
- National 2024 Conference Co-Chair
- Member, North Carolina Chamber of Commerce
- Coalition for a Prosperous Future, Founding Member
- Destination 2030 Member
- Member, American Consulting Engineering Council
- Transportation Committee, Executive Leaders Forum, and Legislative Committees
- Member, NC Go!
- Board of Directors, Hardscrabble Homeowners Association, 2017-2020
- Society of American Military Engineers (SAME), member 2016-current
- Rotary of Raleigh Member – 2019-current
- United Way of the Triangle – Event Organizer
- International Special Olympics Swimming and Basketball Transportation Leader – 1999
- Bull City Little League Board of Directors 1999-2013
- Certified Baseball Coach – 1994-2015

What's different about me:

- Over 32 years of diverse experience in both technical project delivery but also in business development, client management, relationship development
- Project experience range from State, local government, MPO, and private sector
- Know the value of having a diverse background, soft skills, effective communications, and civil involvement

What I can offer to a Protégé:

- First hand knowledge of transportation planning, traffic engineering, environmental planning, parking analysis, roadway and bridge design, ...a need to have a solid technical foundation
- A vast network of professionals and colleagues to connect the protégé with to broaden her/his network.
- Skills in effective communications, both written and verbal.
- Knowledge of how the transportation business is run from project development and delivery, financials, business development, and client management.

I attribute my success to the following:

- Having a relentless drive to succeed
- A mastermind network of professionals who have helped me along the way...mentors

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- Awareness that the most important thing I can do for my profession and the general public is to help others succeed.

Other

Passions/Hobbies/Interests:

- Reading self help books....check out Good to Great by Jim Collins or Seeds of Greatness by Denis Waitley.
- Spending time at our Cherry Grove Beach house with my wife Millicent, my two sons Cameron and Jordan, their friends, and our dog Rambo.
- Golf, tennis, and pond fishing
- Home improvement projects
- Hiking in western NC
- Volunteering at civil, charities, and fund raising events