

## Hank M. Harris

### President and Managing Director

---

Hank Harris is president and managing director of FMI, management consultants to the construction industry. Hank is responsible for the management of all of FMI and its services to the marketplace. He primarily works for firms in matters of organization, strategic planning and the execution of strategic plans through mergers and acquisitions.

Hank understands the industry from a unique perspective. His background with regional building, real estate and development organizations provides him with a practical approach, while his extensive activities in management education and consulting provide him with an objective viewpoint. Hank has consulted to a variety of industry players, and his advice is sought by engineering, contracting, EPC and related industry firms.

Experience in conducting seminars and speaking nationally, coupled with an enthusiastic style, makes Hank an effective and highly regarded speaker. He delivers his material so that it applies directly to the way industry professionals do business.

Over the years, Hank has published an extensive array of articles and white papers on managerial topics related to the industry. He has also written two books on the application of strategic planning to managing construction-industry firms.

Hank has a bachelor of science degree with a concentration in marketing from the University of Richmond and a master of business administration degree from Virginia Commonwealth University. He is a certified management consultant and a member of the American Arbitration Association. Hank stays active in many industry associations and serves on the boards of directors and advisory boards for several major companies and associations.



Hank M. Harris  
FMI Corporation  
5171 Glenwood Avenue  
Suite 200  
Raleigh, NC 27612

Tel: 919.785.9228  
Fax: 919.785.9320  
E-mail: [hharris@fminet.com](mailto:hharris@fminet.com)  
Web site: [www.fminet.com](http://www.fminet.com)