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Michael D. Clancy

Principal

As a principal with FMI, Mike Clancy works with companies across the country to help them leverage their unique organizational resources and capabilities to build competitive advantage. Mike's key focus areas are developing corporate strategies and improving the work acquisition results of his contractor clients.

Mike is FMI's internal practice leader in estimating and the creator of the FMI Estimating Advantage. He has written numerous articles for industry publications on the estimating and procurement discipline and speaks to audiences around the country on developing a strategic insight towards work acquisition. He has also developed training programs for his customers to build best-in-class cost and pricing systems.

Mike has also worked with clients in the U.S. and overseas on corporate strategy using a research and evidence-based approach. Mike's clients have benefited with improved financial results and the development of internal leadership talent and organizational focus.

Prior to joining FMI, Mike was the Director of Purchasing and Estimating for the Florida operations of a major national homebuilder. He was responsible for the creation of standard procedures and training programs implemented in several other divisions of the company. He also assisted in steering the division through post-merger integration, as well as the firm's successful expansion into the multifamily and assisted living market spaces. In other organizations, Mike has worked in residential and commercial construction as well as land and infrastructure development roles. He is also a former non-commissioned officer in the U.S. Army.

Mike holds a bachelor of science with highest honors in construction management from the Rinker School at the University of Florida. He also holds a master of business administration with concentrations in finance and competitive strategy from the Hough Graduate School of Business at the University of Florida, also with highest honors.
