

## BARTON MALOW SPEAKERS BUREAU 2010

If you have questions relating to the construction industry, Barton Malow has specialists to assist you. Our professionals can provide you with information regarding delivery methods, market specialties, departmental areas, company background and a variety of marketing, communications, and sales topics. Please contact Janet Cohen, Corporate Communications Director, 248.436.5508 to arrange an interview with these individuals.

TOPIC	BARTON MALOW EXPERT	TITLE
<b>DELIVERY METHOD</b>		
Building Information Modeling (BIM)	Alex Ivanikiw, AIA	Senior Vice President
Design-Build	Jim Dome, AIA	Vice President
Lean Construction	Alex Ivanikiw, AIA	Senior Vice President
<b>MARKET SPECIALTIES</b>		
Healthcare Facilities	Don Davis	Vice President
Manufacturing Facilities	Alex Ivanikiw, AIA	Senior Vice President
K-12 Education Facilities	Michael Stobak	Vice President
Higher Education Facilities	Robert Stempien, AIA	Sr. Dir. Bus. Dev.
Sports Facilities	Len Moser	Vice President
Science and Research Facilities	Carrie Shaeffer, LEED AP	Vice President
Power and Energy Market	Geoff Murken	Senior Vice President
Wind and Alternative Energy Facilities	John Wozniak	General Manager
<b>COMPANY BACKGROUND</b>		
Company Culture and History	Ben Maibach III	Chairman & CEO
Performance Metrics for the Construction Industry	Les Snyder III	President
<b>DEPARTMENTAL AREAS</b>		
Insurance	Amy Iannone	Deputy General Counsel
Labor Relations	Doug Maibach, PE	Senior Vice President
Specialty Contracting	Ryan Maibach	Vice President
Rigging	John Wozniak	General Manager
Safety	Mark Klimbal	Director
Finance	Kevin Braye, CPA	Treasurer
Marketing	Sheryl Maibach, FSMPS	Chief Marketing Officer
Human Resources	Jim Nahrgang, PHR	Vice President
Talent Development	Beth Yorke, AIA	Director, OP Resources
Diversity	Cheryl Bowlson	Director Diversity
Information Technology	Phil Go	Chief Information Tech
Sustainability and Green Initiatives	Jack Crombie	Project Manager
Women and the World of Work	Sheryl Maibach, FSMPS	Chief Marketing Officer
Preconstruction	Jeff Baxa	Vice President

## BARTON MALOW SPEAKERS BUREAU 2008

TOPIC	BARTON MALOW EXPERT	TITLE
<b>MARKETING, COMMUNICATIONS, &amp; SALES</b>		
Marketing Budget Planning and ROI	Sheryl Maibach, FSMPS	Chief Marketing Officer
Strategic Plan and Annual Marketing Plans	Sheryl Maibach, FSMPS	Chief Marketing Officer
Business and Marketing Metrics	Sheryl Maibach, FSMPS	Chief Marketing Officer
Branding	Donna Jakubowicz, CPSM	Marketing Director
Proposal Development	Donna Jakubowicz, CPSM	Director of Marketing
Presentation Training and Coaching	Sheryl Maibach, FSMPS	Chief Marketing Officer
Advertising and Direct Mail	Sheryl Maibach, FSMPS	Chief Marketing Officer
The Selling Process and Earning Customer Loyalty	Sheryl Maibach, FSMPS	Chief Marketing Officer
Crisis Management	Donna Jakubowicz, CPSM	Director of Marketing
Surviving and Growing in Difficult Times	Sheryl Maibach, FSMPS	Chief Marketing Officer
Trade Show Management	Donna Jakubowicz, CPSM	Marketing Director