

OBJECTIVE: IGL Executive Growth Sensei Director

Certifications

SS, Six Sigma
Project Management

EBE, Emerging Business
Enterprise

WDBE, Women
Disadvantaged Business
Enterprise

Memberships

Women Environmental
Professions (WEP)

League of Women Voters

Sheboygan River Basin
Partnership

River Alliance

Urban Ecology Center

Education

MBA, University of Phoenix

BS, Natural Resource
Management, UW -Stevens
Point
Emphasis in Environmental
Education, Minor in Biology

Natural Outdoor Leadership
School Certification,
Kenya

Small Business
Entrepreneur Training

Six Sigma, Green Belt

QUALIFICATIONS

- Professional communication specialist with project management leadership and six sigma project management skills in the engineering field.
- IT documentation with analytical, verbal and written communication skills that promotes executive process optimization.
- Strengths are pioneering new business project pursuits, establishing marketing trails, assessing customer needs and wants and providing fast solutions.
- Astute at identifying and magnifying lucrative business trends inside and outside the industry. Her unique quality is to harness the present moment and apply opportunistic and futuristic unified communications.

Ms. Behlke' has a conscientious and ethical vision with a gifted expansive mindset on local, regional, national and global issues. She has 24 years of technical and business develop experience in the environmental and engineering field involving projects associated with sustainable planning, maximization of redevelopment projects, bird and bat migration, invasive species management, special and hazardous waste, conservation planning, fisheries, potable drinking water, sanitary sewer, transportation, transit, wind, and energy project pursuits.

Ms. Behlke launched a new element to her consulting business called Gift of Blooms offering a new approach to school fundraising offering eco-environmental products that help instill sustainable principles and provide financial substance.

LEADERSHIP QUALITIES

Executive Leadership

Tooling Ace programs
Creative vision master
Insightful program management
International communications
Change management stewardship

Increased Market Share

Voice of the Client focused
Entrepreneurial expansion instinct
Strategic sales planner
Growth portfolio proven initiatives
Monitor strategic and tactical metrics

Project Management

Six Sigma
Mitigate growth barriers
Train, assess & leverage staff
Identify growth champions
LEAN scheduling & timing

QUALIFICATIONS AND EXPERIENCE

EARTH TECH, INC., Milwaukee, WI
Midwest District Business Development Manager

05/05- 09/06

Volunteer Involvement

Urban Ecology Center

Veterans Administration
Hospital – Spinal Chord
DepartmentWomen's Fund
Former Fund Raising
CommitteeParks & Forestry Board,
Wauwatosa, WI
Former CommissionerBridgeway House for Women,
Sheboygan, WI

Increased overall sales in the Midwest District and charged with the expansion of Earth Tech services and "large client engineering program" in St. Louis, Milwaukee, and Indianapolis markets. Spearheaded and targeted business opportunities to launch a new office in St. Louis. Organized district-wide resources to pursue work at the Metropolitan St. Louis Sanitary Sewer District, and organized firm-wide resources to capture work at the Lambert International Airport, Mo-DOT, and local and regional agencies.

- Developed opportunities in the energy sector including markets in the gas pipeline, bio-fuels, and oil business lines for the Minneapolis and Milwaukee offices.
- Wrote and implemented strategic marketing and business plans for three major urban centers in the Midwest district that incorporated strategies for growth in all the engineering business lines.
- Gathered intelligence of company-wide services from the US, Canada, Europe and Mexico and created a statement of qualifications that all offices could use.
- Conducted sales meetings and sales training and provided mentoring and career growth opportunities to numerous engineers. Made several attempts to steer the team toward sustainability projects.
- Leveraged engineering services by conducting presentations to prospective clients on a host of engineering services.
- Managed district-wide conference schedules, implemented a tracking mechanism and developed distribution packages for conferences.

SkillsSix Sigma Project
Management

Budgeting and Planning

Business Management

Collaborative Team Building

Education Outreach

Facilitation Services

Grant Writing and Research

Public Relations

Sales and Marketing

Strategic Planning

Technical Documentation

Technical Writing

In 2005, organized, developed and submitted three Engineering Excellence award packages to ACEC and won all three. This was a first for any one firm to win three awards in one year with this organization.

EARTH TECH, Business Development Manager for Southeast Wisconsin, 10/2000 - 05/05

Marketing municipalities, industry, architects, and developers within southeast Wisconsin and northern Illinois were the primary tasks.

- ♦ Generated \$1.5 to \$2.5 million per year in engineering projects.
- ♦ Created numerous marketing initiatives that were strategically developed through market driven demands and motives.
- ♦ Created specific marketing programs aimed at the development community and architects.
- ♦ Implemented sales training and managed monthly marketing meetings.
- ♦ Organized, attended, and manned the booth at numerous technical conferences.
- ♦ Project Coordinator and Client Manager for a 48 acre brownfield clean-up in Milwaukee.
- ♦ Project Communication Facilitator for the Door County Invasive Species Work Plan.

ALPHA TERRA, Grant Researcher**04/09 – present**

Research grant opportunities with the EPA, WDNR, Department of Commerce, US Fish and Wildlife, Freshwater Future and the federal NOAA organization for an environmental engineering firm that provides specific services to municipalities and industrial clients focused on the environment. Types of grants that are sought after include projects that improve lakes, rivers, brownfields, remedial action, stormwater management, dilapidated property and wetlands. Strong analytical and organizational skills required to assess opportunities.

RIVER COUNTRY RC&D, Facilitator**02/08 – 05/08**

Provided facilitation services through technical workshops and brainstorming sessions with wind developers, regulators, non-profit organizations and citizens in developing a list of potential survey methods that monitor wind farms. Applied a structured decision-making processes to prioritize research needs and build consensus on an appropriate study design and methodology. Worked

strategically and tactfully with audience in assessing issues and provided written document of action plans.

**SHEBOYGAN RIVER BASIN PARTERSNSHP - GLACIERLAND RC&D, Communication Liaison,
Grant Coordinator and Writer. 02/08 - 12/08**

Ms. Behlke was charged with coordinating a WDNR and USFWS grant that involved raising citizen awareness through developing education brochures and newsletters about the goals and mission of the Sheboygan River Basin Partnership. Behlke Consulting provided technical communication services, spearheaded and coordinated group meetings, municipal meeting presentations, wrote press releases and memos for meetings the Sheboygan Area of Concern Advisory Committee conducted. Researched grant opportunities and updated the strategic plan for the Willow Creek watershed.

UNITED WATER, Milwaukee, WI, Technical Writer 12/06 - 04/07

Technical writing services were provided to United Water to assist and complete a series of technical white papers featuring its environmental performance, water quality issues, maintenance performance standards, staff performance and financials. Reviewed and assisted in writing their 2006 Annual Report also.

**WASTE MANAGEMENT, Bristol and Milwaukee, WI 1993 - 1997
Business Development Manager and Waste Consultant**

- ♦ Focused on large income generating pursuits from industries generating "special and hazardous waste".
- ♦ Promoted a bio-technology to environmental engineers who focused on underground storage tanks through the PECFA fund.
- ♦ Won multi-million dollar project with Chrysler to perform phase III operations at its site in Kenosha.
- ♦ Pioneered the 1) solidification program of liquids; 2) drum program of special waste; and 3) a household hazardous waste program
- ♦ Wrote three award applications to the state and national organizations for environmental awards related to an innovative compost product that was created and put on the market. All three applications received notoriety and awards.
- ♦ Awarded the "Most Valuable Employee of the Year" in 1995".
- ♦ Submitted bids on state and federal Phase III environmental clean-up projects.
- ♦ Modified asbestos program to meet customer needs.

**LIDLAW – SUPERIOR (acquisition), Delafield/Milwaukee, WI 6/90 - 07/93
Account Manager**

Launched an industrial recycling marketing program and established the first recycling route of its kind in southeast Wisconsin. Performed market research and client buy-in; wrote the business plan and implemented the industrial recycling program. The importance of defining and pioneering a recycling program was promoted by delivering presentations that highlighted the environmental and economic benefits of the program.

**SOIL CONSERVATION SERVICE, Lafayette and Vernon Counties, WI 11/86 - 1990
Soil Conservationist**

Numerous erosion control plans and conservation planting and wildlife plans were customized and designed for landowners. Designed conservation plans for land uses including wetlands, farmsteads, and cropland. Managed the Conservation Reserve Program and facilitated a group of four. Surveyed, designed and checked the construction of waterways, terraces, and ponds.

Installed "contour and buffer strips". Collaborated plans and procedures with other related regulatory agencies and wrote articles for the monthly newsletter and radio station.

INTERNATIONAL EXPERIENCE

PEACE CORPS, Ghana, Africa, Fisheries Biologist/Aquaculture, 1982-84
Designed and built 42 fish ponds in 13 different villages that had no previous fish farms. Developed and managed a fish farming cooperative membership and meetings. Wrote grant applications that were awarded and benefited this fish farming cooperative. The grants allowed for the cooperative to attain nets and other fish farming supplies that were otherwise not available in Ghana.

NATIONAL MARINE FISHERIES RESEARCH INSTITUTE, Seattle and Alaska, 1985-1986
Fisheries Biologist
Performed statistical analysis on random marine samples caught in the Bering Sea by foreign fishing vessels including Russian, Korean, and Japanese fishing trawlers. Collected data regarding the depth the fish were caught, length, weight, quantity, age, and sex. Assisted with medical evacuations and communications between the Coast Guard and foreign fishing enterprise.

NATIONAL OUTDOOR LEADERSHIP SCHOOL, Kenya, Africa, Student 1979-80
Studied environmental systems in Kenya, Africa including the Rift Valley, the Masai Mara, Mt. Kenya, the savannah grasslands, the brackish waters of Lake Nakuru, and coastal management along the Indian Ocean. Learned survival skills, mountain and rock climbing and basic Swahili language skills. Resided with a family from the Maasai Mara tribe and shared traditions of dance and music.

UNIVERSITY OF WISCONSIN - Stevens Point, WI - Black Forest, Germany 1980-81
As a Resource Management major from the University of Wisconsin, Stevens Point, stayed in a castle within the Black Forest of Germany and took daily trips observing and learning about natural resource management practices of the Germans. Forestry, soils management, wildlife, parks and recreation, water preservation, and waste management were topics and aspects of the course in Germany.

BUSINESS OWNER

BEHLKE CONSULTING, INC. President 2007 - present

Behlke Consulting, Inc. is a specialized communication consulting firm focused on the environmental and engineering industries offering technical services to federal institutions, non-profit organizations, industrial and commercial clients and schools.

Services include technical writing, documentation, positive public relations, environmental education, research, grant writing services, news releases and articles, newsletters, signs for trails and transportation projects and facilitation services. Behlke Consulting works on fitting projects related to rivers, stormwater, wastewater treatment, waste management, energy and wind, agriculture, brownfield redevelopment, and parks and recreation. More information on Behlke Consulting can be found at www.behlkeconsulting.com

GIFT OF BLOOMS is a branch of Behlke Consulting. Ms. Behlke is also the founder and owner of Gift of Blooms. Gift of Blooms offers a green approach to nonprofit and school fundraising where themed garden kits and environmental products are offered. The outdoor garden kits are exclusively

BARBARA BEHLKE

P.O Box 100906, Milwaukee, WI 53210 ♦ (414)-774-7779 ♦ barbara@behlikeconsulting.com

designed with Wisconsin seeds and plants indigenous to the area. More information concerning Gift of Blooms can be found at www.giftofblooms.com

CERTIFICATIONS. Behlke Consulting, Inc. is certified as an Emerging Business Enterprise (EBE), Women Business Enterprise (WBE), Disadvantage Business Enterprise (DBE), and Small Business Enterprise (SBE)