



Pauline W. Glaza

Professional

Owner, Enhanced Publications, 1991-Present

Enhanced Publications helps professional service firms market their expertise and land big jobs. In addition to strategic/marketing planning, crafting presentations, award submittals, proposals and brochures, my work includes website development/content management and social media applications. Essentially, I help people continually complete what they need to do in order to secure the right work for their firms.

Executive Director, TRACE - Toledo Regional Architects, Contractors and Engineers, 2013 - 2016

Directed, coordinated and promoted the activities of unique industry effort. TRACE is an A/C/E advocacy group focused on promoting its member businesses through collaboration and engaging events.

Adjunct Professor, Owens State Community College - Arrowhead Park. 2015 - 2016

LinkedIn training for individuals and companies.

Marketing Coordinator, Rudolph/Libbe Inc. 1987-1991

Responsible for marketing materials for all presentations, proposals, qualification statements and general marketing needs. Introduced desktop publishing to firm, coordinated year-long 35th anniversary celebration, responsible for video and brochure production, represented firm in area organizations and coordinated completion of annual marketing plans.

Sales Manager/Production Manager, Graphics Mailing Corp. — printing / mailing firm

Sales Representative, Kennedy Printing Co. — commercial printing firm

Sales Coordinator, Noguska Industries — software developers for printing management systems

Civic / Professional Organizations

Leadership Toledo graduate with 6+ years of service on the Board of Directors plus time with the marketing committee both prior to and long after Board appointment. Attended both state and national leadership conferences for Leadership Toledo. Recognized at state conference for outstanding service.

Member, City of Waterville Board of Zoning Appeals, 2013 - Present: Finance Committee 2009-2012

Elected to Village of Waterville Council, November 2003. Term ran 2004-2007

Committees: Parks & Recreation, Public Works, Solid Waste & Recycling, Tree Commission

Council Representative to and Board Member of Down Town Waterville, Inc.

Boy Scout Swan Creek District — Friends of Scouting presenter 2016

Down Town Waterville, Inc. — Vice President 2006-2012

This organization was a the leader of extensive efforts to revitalize downtown Waterville including completing both Tier One and Tier Two applications, culminating in securing a \$400,000 Community Development Block Grant for Waterville, Ohio. Generating excitement and “buy-in” for the efforts enabled Waterville to provide a 3:1 match for the federal funding which is administered through the State of Ohio. Implementation efforts were rewarded with a Best Practices Award from the Ohio Department of Development.

Education

Ferris State University, Big Rapids, Michigan

- Bachelor's Degree, Highest Distinction Honors — Printing Management, 1984
- Associate's Degree, Highest Distinction Honors — General Printing, 1983


www.enhancedpublications.com

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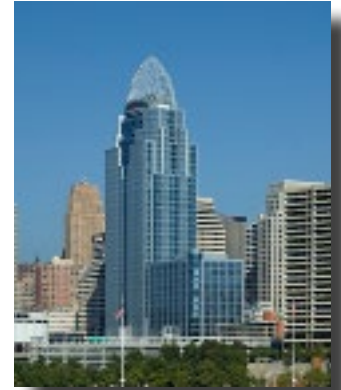
[linkedin.com/in/paulineglaza](https://www.linkedin.com/in/paulineglaza)



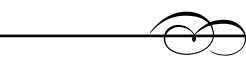
ENHANCED PUBLICATIONS

Pauline W. Glaza

Service Highlights



- Assist clients with proposals/presentations on projects from \$500,000 to \$35,000,000.
- Winner, Build Ohio 2016 Award Competition from the AGC of Ohio with Mosser Construction for the Ronald McDonald House of Northwest Ohio (New Construction Under \$10 Million category).
- Winner, Build Ohio 2014 Award Competition from the AGC of Ohio with Mosser Construction for Excellence in Specialty Construction for The University of Toledo Interprofessional Immersive Simulation Center.
- Winner, Build Ohio 2013 Award Competition from the Associated General Contractors (AGC) of Ohio with A. A. Boos & Sons, Inc. for Excellence in Construction in the Specialty Category for Cedar Point's GateKeeper Foundations, Sandusky, Ohio.
- Finalist, Build Ohio 2012 Award Competition from the AGC of Ohio with Mosser Construction for Excellence in Industrial/Heavy Construction for Johnson Controls Battery Plant Addition.
- Winner, Build Ohio 2011 Award Competition from the AGC of Ohio with Turner Construction Company - Cincinnati, for Excellence in Construction in the Over \$20 Million for The Great American Tower at Queen City Square.
- Winner, Build Ohio 2009 with Mosser Construction for Excellence in Construction in the Renovation Category for The University of Toledo Savage Arena Renovation.
- Runner-Up, Build Ohio 2009 with Bostleman Corp. in the New Construction Under \$7 million Category for Nature's Neighborhood at The Toledo Zoo.
- Business Writing Merit Award, Women in Communications - Toledo Chapter, Crystals Award Program 2008
- Winner, Move Ohio 2007 Award Competition from the Ohio Contractors Association with Mosser Construction for Wet Weather Facilities/Bay View Wastewater Treatment Plant, Toledo, Ohio.
- Winner, Build Ohio 2007 with Bostleman Corporation for Excellence in Construction under \$10,000,000 for B'nai Israel Temple, Sylvania, Ohio.
- Finalist, Build Ohio 2007 with Mosser Construction for Excellence in Industrial/Heavy Construction Category for Wet Weather Facilities/Bay View Wastewater Treatment Plant, Toledo, Ohio.
- 2007 AIA Toledo Citation Award from the American Institute of Architects-Toledo Chapter with Vetter Design Group for Toledo Edison Holland Facility.
- 2006 AIA Toledo Honor Award from the American Institute of Architects-Toledo Chapter with Vetter Design Group/GBBN Architects for Ottawa House, University of Toledo, Toledo, Ohio.
- Published in Builders Exchange, The Magazine, Volume 5, Issue 3, Focus on Education Niche - Three Schools, Three Challenges highlighting Mosser Construction's work with unique funding, completion and construction requirements.
- Build Ohio 2004 Award with Mosser Construction for Excellence in Construction under \$10,000,000 for the American Maritime Officer's McKay Training Center.
- Build Ohio 2003 with Bostleman Corporation for Excellence in Construction Management for Trinity Episcopal Church.
- Collaborated on national award winning entry for Mosser Construction for Excellence in Partnering from the Associated General Contractors of America.



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