

# IDENTIFICATION OF PROJECT PERSONNEL:

## Team Member

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**Tyler W. Johnson**  
Business Development Professional

**Education:**  
Bachelor of Science in Business Administration (Marketing), Southern Utah University  
(Nominated Academic All-American)

**Affiliations:**  
Allied Member of American Institute of Architects, Las Vegas  
American Public Works Association, Las Vegas  
Council of Education Facility Planners International, Las Vegas

**Professional Credentials:**  
A 1994 Southern Utah University graduate, earning a Bachelor of Science degree in Business Administration with an emphasis in "Marketing, Business Development Professional, Tyler W. Johnson, contracts public sector projects for CivilWorksInc. The experience he's gained along the way has proven effective in how he handles every one of our projects.

Before joining CivilWorksInc in June, 2004, Tyler was a water well pump distributor, for Delco Western, of Salt Lake City. Tyler was made Marketing/Sales Manager/Purchaser, handling a vast array of duties, including managing sales, designing sales incentive "reward" programs, and developing marketing and financial plans for manufacturers and customers. In addition, Tyler worked closely with civil engineers and municipalities to develop, design, and specify projects, just as he does for CivilWorksInc. He was instrumental in assembling and submitting bids and proposals to engineers, municipalities, and end-users; and Tyler assumed responsibility for maintaining and purchasing a large inventory and collecting monies owed to the company.

In 2000, Tyler was elected Vice President of Conventions for the Utah Groundwater Association. He aptly coordinated conventions and programs for over 100 companies, which included arranging speakers, activities, and displays.

As Business Development Professional, Tyler provides new client opportunities in the public sector for CivilWorksInc. His broad knowledge and expertise in the civil engineering industry, paired with his marketing and sales management skills, enable him to make the perfect "match" between the client's needs and CivilWorksInc services.

Tyler, his wife, Dana, and 2 young children, Phenix and Gage, are delighted to call Southern Nevada home.

**Areas of Experience:**  
Sales & Marketing Management  
Proposal Development  
Project Management  
Bid Submittals  
Inventory Purchasing and Maintenance  
Accounts Receivable  
Convention and Program Management