

## Leadership Bios

### **Joe Martin, Vice President and General Manager**

Joe became the [P2]'s Vice President and General Manager in January of 2011. He spent several years developing comprehensive energy projects as a customer of Precision-Paragon [P2] and later joined [P2] in 2007 as the company's Vice President of Engineering, where he was the driving force behind developing lighting solutions that have helped establish the company's position as a leading energy-efficient lighting manufacturer.

Joe previously worked for Hardin Geotechnologies, Inc. as a sales & proposals manager. He advanced rapidly to operations and financial management positions at Hardin's Indianapolis headquarters. Joe also worked for FATA Automation, where he directed sales, engineering and operations functions for the company's Mexican division.

He received a bachelor's degree in mechanical engineering from Purdue University. He holds two MBAs – one from TiasNimbas Business School, the other from the Purdue University Krannert School of Management.

Joe is a member of NALMCO, the Illuminating Engineering Society of North America and the International Dark Sky Association.

### **Michael Doyle, Vice President of Sales and Marketing**

Mike has three decades of experience in the lighting management industry. He joined [P2] in 2007.

As Vice President of sales and marketing, Mike's focus is on external sales and proactively reaching out to customers. He has developed a formidable sales force of [P2] employees. He also oversees the company's advertising, product literature, public relations and trade-show presence.

Before joining P2, Mike worked for Amtech Lighting Services as Vice President of sales and strategic account management. Mike led the development, design and implementation of energy-saving lighting programs, lighting upgrades and modifications for thousands of sites across the nation.

Mike, a U.S. Army Vietnam veteran, holds degrees from Cypress College in California and the University of Southern California in chemistry and psychology. He has earned NALMCO's Certified Lighting Management Certification.

### **Lou Preston, Marketing Director & Western Regional Sales Manager**

Lou's position is focused on expanding [P2]'s business base with existing clients and developing new business using [P2]'s network of agents, distributors and in-house sales representatives.

Prior to joining P2, Lou worked for Hardin Geotechnologies, Inc. – a company specializing in geothermal engineering, energy conservation and lighting solutions – where he was responsible for the lighting management division's overall operations, which included projects in more than 30 states as well as Canada and Mexico. During that time, Lou worked with local, regional and national clients on energy-efficient lighting upgrade projects. Before Hardin Geotechnologies, he was employed by FATA Automation, a material handling systems company, where he completed major installations for clients such as General Motors and Chrysler Corp.

Lou has a degree from Western Michigan University in integrated supply management. He is currently enrolled in an MBA program at Wayne State University. Lou is a member of the Illumination Engineering Society and has earned NALMCO's Certified Lighting Management Consultant certification.

### **Mark Bryan, National Hub Services Director**

Mark has more than two decades of experience in the lighting management industry. Much of his career has revolved around commercial, industrial and retail lighting retrofit projects.

Mark oversees [P2]'s Service Hub, which provides customer support and serves as a conduit to all of [P2]'s engineering, marketing, logistical and sales services.

Before joining [P2] in 2008, Mark was Los Angeles division manager for the electrical distribution division of Facility Solutions Group. He also worked as a Vice President and Division Manager for Fluoresco Lighting & Signs' Los Angeles division, and as a Vice President and Regional Manager for Amtech Lighting Services.

Mark has a degree in business management from San Diego State University. He is a Certified Lighting Management Consultant, a member of the Illuminating Engineering Society - Inland Empire Chapter and an International Facilities Management Association member. He is currently working toward his LEED AP accreditation and has earned NALMCO's Certified Lighting Management Consultant certification.

### **Dan Rodriguez Sr., Vice President of Operations**

Dan is responsible for all manufacturing operations at [P2]'s three manufacturing facilities in Yorba Linda, Calif., Gainesville, Fla., and Hudson, Wis. He is also a key contributor to [P2]'s business development efforts, personally managing relationships with several premier customer accounts.

Dan joined [P2] in 2003. He is a former regional operations manager for Amtech Lighting where he started as branch manager for the Southwest region. He quickly moved up the ladder to project manager and operations manager.

He is a member of the Illuminating Engineering Society and NALMCO. In addition, he holds NALMCO's top credential as a Certified Lighting Management Consultant. In his spare time, Dan coaches youth sports.