



Mike Mehno, Publisher, *Texas Construction* and *South Central Construction*, and Director of Sales, McGraw-Hill Construction-Gulf Coast

Mike Mehno is currently publisher and director of sales for McGraw-Hill Construction's *Texas Construction* and *South Central Construction* monthly publications, online, in print, and events. Mike also oversees products and solutions for general contractors, specialty contractors, and subcontractors on the Gulf Coast. In this capacity he is responsible for growing the MHC brand, strategic leadership, alliances & partnerships, and driving productivity solutions to C-level executives within the design and construction industry.

Mike joined the MHC team in 1998 as regional manager of field operations, where he rebuilt the editorial team and showcased the editorial power of McGraw-Hill Construction. In 2001 he joined the Contractors & Services local sales team as South Central director of sales, where he implemented new revenue driving opportunities.

Prior to joining MHC, Mike had an 11-year career on the environmental side of construction with the U.S. arm of Inchcape Testing Services, serving as director of business development for four years and as VP of sales for seven years. As VP of sales, Mike established, implemented, and guided the successful combination of five privately held companies into a single sales organization. Before joining Inchcape Mike worked in the oilfield services industry for Baker Hughes, holding various operations and sales management positions.

Mike is a connected member of the design and construction industry, serving as a member of numerous construction associations and on the AGC/AIA technology committee. He is a regular speaker for The Associated General Contractors of America (AGC), Associated Builders and Contractors (ABC), American Institute of Architects (AIA), Masonry Council, and other local associations, where he showcases MHC's economic outlook, as well as the need for educating the construction market on interoperability.

Mike studied general business at Bowling Green State University and attended the Cornell Executive Management program.