

Curriculum Vitae

MICHELLE A. ROBERTS, CSI

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EDUCATION

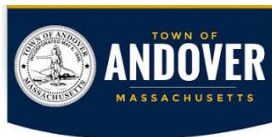
University of
Massachusetts
Amherst



HARVARD T.H. CHAN
SCHOOL OF PUBLIC HEALTH



Harvard University
Graduate School of Design
Executive Education



University of Massachusetts at Amherst, Amherst, Massachusetts
Bachelor of Arts, College of Humanities and Fine Arts, 1990

Mount Ida College, Newton, Massachusetts
School of Design, Architecture & Interior Design, Certificate, 2006

Harvard University, Cambridge, Massachusetts
Graduate School of Design & T.H. Chan School of Public Health
Build for Health, Certificate, 2016

Andover High School, Andover, Massachusetts
Class of 1986

An aerial, high-angle photograph of a city street intersection. The view is looking down from a high vantage point, showing the tops of several tall, multi-story buildings. The buildings have a grid-like facade with many windows. The street below is a multi-lane road with yellow and white lane markings. Several cars and a bus are visible on the street, moving in different directions. The overall lighting is somewhat dim, suggesting an overcast day or late afternoon. The word "EXPERIENCES" is overlaid in white, bold, sans-serif capital letters on the left side of the image.

EXPERIENCES



chatham hill
design & build

Principal & Owner

2006 – Current

(Design/Owner/Supplier/Contractor Team Member)

- Advise and collaborate with management to resolve occupational health issues.
- Create and execute feasibility studies to monitor and assess employees' exposure to health risks, and to measure effectiveness of occupational health programs, policies and procedures.
- Create Owner-Procured Building Material Programs & Boot Camps
- Create Interior and Architectural Design & Specifications
- Directed all aspects of real estate development for clients in collaboration with their project development teams
- Active participant in strategic, operational, organizational and business planning to ensure implementation of comprehensive aspects of the organization's mission. Collaborate with clients project development teams and provided expertise in compliance with state health/building codes & standards to conduct and provide advice regarding all aspects of real estate development.

CLIENTS

<i>Economic Development Agencies</i>	<i>Governmental/Non-Profit/Educational Organizations</i>	<i>Owners/Developers/ AEC Firms</i>	<i>Manufacturers & Distributors</i>
MassDevelopment Quebec Ministry of Economy, Science and Innovation Belchertown Economic Development Industrial Corporation	Quebec Ministry of Economy, Science and Innovation National Center for Healthy Housing National Ready Mixed Concrete Association Pennsylvania College of Technology U.S. Dept. of Energy Commonwealth of Massachusetts Dept. of Energy and Resources (ProBono - 2008 MA Zero Net Energy Task Force)	National Big Builders (Members of the Leading Builders of America) National Commercial & Residential Real Estate Brokerage Firms National Multifamily Developers National Rental Home Organizations Facility Managers Facility Maintenance Engineers Construction Managers Facility Users Commissioning Team Leaders	Quebec Ministry of Economy, Science and Innovation - 6 Canadian Manufacturers (NDA Agreements) Dryvit Penn Lyon Homes Signature Building Systems General Insulation Company, Inc. (Knauf - Manson Brand)

Business Development Leader

Building Material Business Units

Insulation, Roofing, Acoustical Interiors, Pipe and HVAC

2009 – 2013 (**Supplier/Owner Team Member**)



- Directly reported to Achilles Karagiozis, PhD, Global Director of Building Science – Achilles is now the Director of The National Renewable Energy Laboratory's Buildings & Thermal Sciences Center
- Team Leader that created the Owens Corning NFPA 285 Compliant Cavity Complete Warranted Wall Systems
- As an OC Team Leader, I worked with OC's Science & Technology Center and Corporate Leaders to assist in new design processes, including customer insights, conceptualizing, designing, prototyping, researching manufacturing techniques, pilot sales programs, and product launches.
- Drove business growth through deep customer, specification and architectural relationships, as well as innovation and market understanding
- Created deep relationships with architecture and specification influencers in the building science, building envelope, policy and building code sector (ICC, CSI, AIA, DOE, EPA, NAIO, NAHB, etc.)
- Continuously built intimate insight, and knowledge of the industrial, commercial, multifamily & residential markets, built environment industry experts, building science innovations, customers and the customer's customer
- Created intimate relationships with top global architectural, engineering, multifamily and general construction firm leaders and specifiers
- Understood what is necessary for the customer to be successful, and, the differential value created by current and future products, programs and processes deliver to the customer
- Identified and selected key strategic customers that fit business growth strategy
- Led Master Specification Initiative which included re-writing all Building Material Group's 3 Part Specifications in CSI Format
- Educated colleagues, architects, specifiers, utilities, government agencies, building code officials, realtors, customers and builders to ensure a deep and practical understanding of building science and application, and, the critical role it plays in the current value chain.
- Created specification influencer & customer events at Owens Corning Science & Technology Center, WHQ, Manufacturing Plants and the NAHB Home Innovation Research Labs (former NAHB Research Center)

Board of Directors

2011 - 2016

(Design/Owner Team Member)



[Michelle Roberts of Owens Corning Joins Home Innovation Research Labs Board of Directors](#)

The Home Innovation Research Labs (formerly the National Association of Home Builders Research Center) is a full-service product commercialization company that strives to make housing more durable and affordable. The Research Center helps push new building technologies into the residential (including multifamily and commercial) markets through our integrated consulting services. They were created in 1964 as a subsidiary of the National Association of Home Builders (NAHB), and since then have provided clients with an unrivaled depth of understanding of the housing industry and access to its business leaders.

Appointed to the 2012 NAHB National Green Building Standard Energy Efficiency Task Force. National Green Building Standard™ 2012 Update Process [TASK FORCE ROSTER](#)

Managing Director

Sustainability & Commercial/Residential Business Development

2013 – 2015

Independent Contractor

2015 - 2018



(Supplier/Owner Team Member)

- General Insulation Company, Inc. is the largest privately owned wholesale insulation distributor in the U.S. that stocks and fabricates a wide variety of industrial, commercial, and fire-stopping products for the construction market.
- In my role as an employee and consultant I sat on the Corporate Executive Management Team reporting to the CEO. I was accountable to create & execute a Specification, Submittal & Substitution Procedure “playbook” & an Owner-Procured Building Material Program to convert project specifications to Knauf’s Manson Insulation Brand as well as other Air Sealing and Insulation manufacturers distributed by GIC.
- This was done by working with the most influential commercial and industrial building owners, developers, modular manufacturers, architects, engineers, acoustical consultants, general contractors, specifiers, governing bodies and other building specification leaders. I was a lead contributor to annual sales of \$400M+ annually.



Architectural Design Manager New England/Eastern NY

2018 – 2020

(Design/Supplier/Owner Team Member)



- Built intimate insight and knowledge of the masonry market and influencers that included: distributors, contractors, architects, engineers, trade support within the territory.
- Created a territory analysis that included: architectural design trends, economic impacts, market trends, competitor intelligence and strategies, clear needs of the customer and the customer's strategy.
- Building Material Specifications accomplished primarily through contractors, distribution & specification selling to owners, developers' architects, general contractors. Includes identification of prospective jobs and decision-making individual, timely contact, and effective follow-up.
- Technical services, included participation in pre-construction meetings, conducting periodic job inspections, material take offs and installation guidelines reviews.
- Participate in the development and preparation of the sales forecasts, pipeline and promotional budget for the territory.
- General administration, including administrative reports required (prospect lists, ORACLE CRM, ConstructConnect (CMD) pipeline, job quotes, shipping forecasts, call reports, activity reports, etc.)
- Construction Document & Pricing administration, including maximizing price on each job, proper and timely documentation for pricing, and responsible determination for required pricing deviations, based upon job size, competitive threat, specification rigidity, etc.



National Director of Recruiting
StarMed Staffing, a Cross Country Healthcare Company
1996 – 2000

Cross Country Search, is the premier healthcare permanent recruitment company, encompassing high-touch project-based outsourcing (RPO), strategic recruitment partnership solutions (RPS) and consultative Total Talent Management (TTM). Cross Country Healthcare's signature permanent search brands – Cejka Search, AP Healthcare, StarMed and Cross Country Staffing's RPO division have consolidated to form Cross Country Search. Leveraging each brand's core strengths, service offerings and delivery models, Cross Country Search offers over 30 years of industry expertise and innovative solutions that deliver proven results. Together, our healthcare recruitment offerings provide top talent across the healthcare continuum of care - from healthcare leaders, physicians and advanced practitioners to nurses, allied health professionals and non-clinical professionals.

J. CREW

Store Director, Various Greater Boston Area Stores

1990 – 1996

- Cultivated talented teams and ran an extremely profitable store.
- Viewed customers through an omni lens and developed strategies to drive incremental sales.
- Ensured all resources were aligned and focused on delivering a service experience that exceeded expectations.
- Cared about everyone on the team, provided challenging assignments and constructed compelling development plans.
- Made training a priority and ensured teams had everything they needed to perform productively.
- Created an environment that supported equal and fair treatment and opportunity for all.



Partner, Montachusett Property Management

2012 - Current

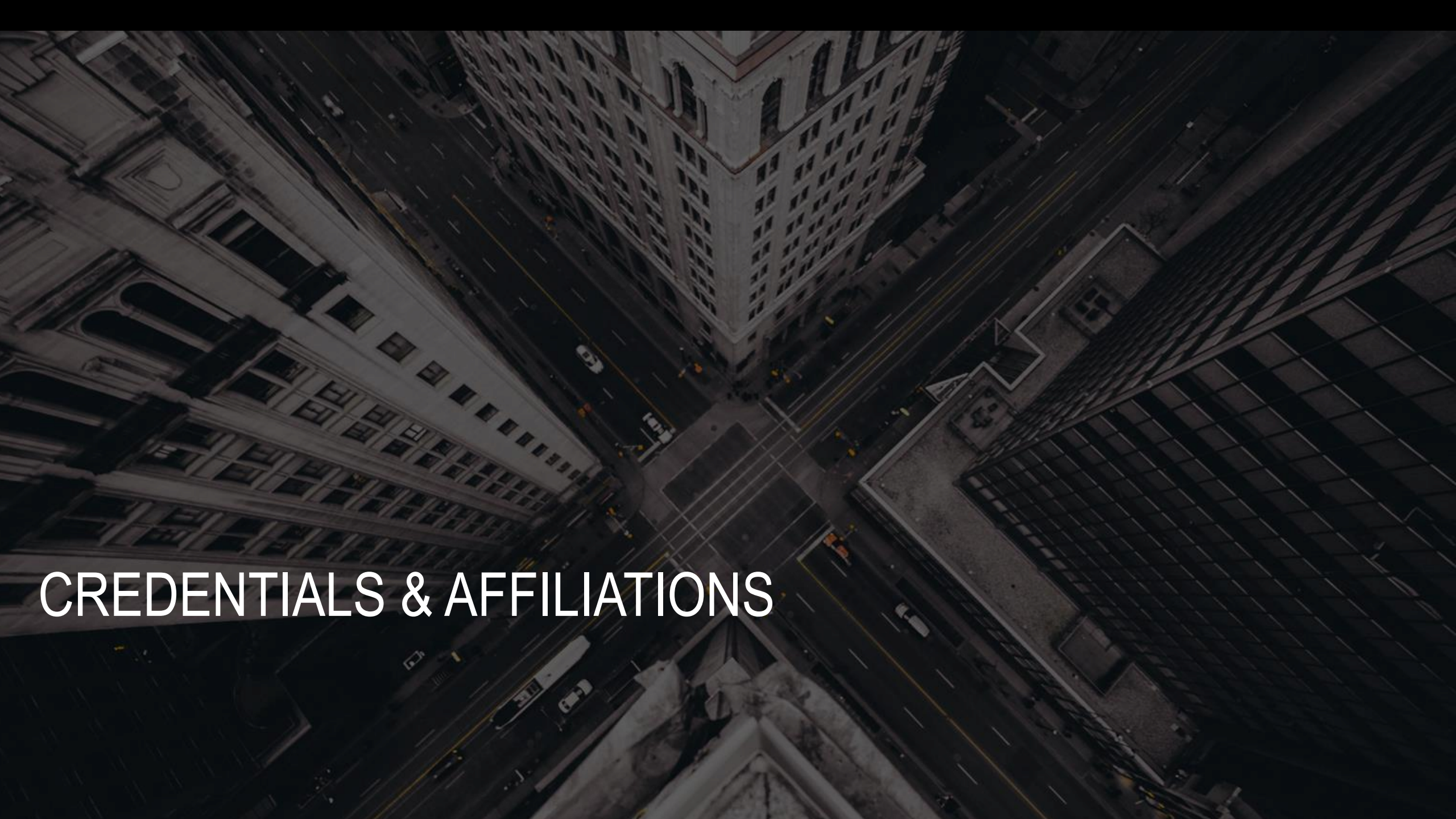
- MPM owns and operates a mid sized multifamily portfolio throughout Central Massachusetts
- MPM purchases, renovates and sells distressed single family homes in Massachusetts

Chief Family Officer

The Roberts Family

1999 - CURRENT





CREDENTIALS & AFFILIATIONS

- Commonwealth of Massachusetts Division of Professional Licensure
 1. *Licensed Real Estate Salesperson – License is Current*
 2. *Home Improvement Contractor License (HIC) - License is Current*
- Commercial Associate Broker Agent Designation - Coldwell Banker
- Boston Society of Architects - Women Principals Group (ACTIVE MEMBER)
- National Association of Home Builders (ACTIVE MEMBER)
- Board of Directors Home Builders & Remodelers Association of Massachusetts (ACTIVE MEMBER)
- Board of Directors - Home Builders & Remodelers Association of Central Massachusetts (ACTIVE MEMBER)
- The Construction Specification Institute, Boston Chapter, President, Elect, Immediate, 2012 – 2018 (ACTIVE MEMBER - NATIONAL)
- Boston Society of Architects Architecture & Real Estate RoundTable, Founder and Co-Chair, 2015 – 2017
- Boston Society of Architects Building Systems Committee, Founder and Co-Chair, 2008 – 2015
- Appointed by the Governor of Massachusetts to The Massachusetts Zero Net Energy Task Force, 2008 - 2009



CAREER HIGHLIGHTS

- Appointed as one of (9) Governors of the NAHB and was re-appointed in 2009 and 2010. The Board of Governors of the National Housing Center has the responsibility of the development and oversight of policies for guiding and controlling the use, promotion, and naming of the National Housing Center of the United States. The Board of Governors of the National Housing Center is also charged with the development and implementation of the National Housing Hall of Fame. The Hall of Fame's purpose is "To recognize and honor those individuals whose contributions are of national or global importance and of enduring value to the housing industry."
- National Association of Homebuilder's Professional Women in Building Council (National Membership Chair & Northeast Region Trustee)
- National Association of Homebuilders Building Systems Council Board of Trustees
- Commissioned by the National Center for Healthy Housing to create a full day Modular Housing Training Course & create the 2009 Massachusetts Healthy Housing Summit for Municipal Leaders
- Instructor for the Penn College of Technology Factory Built Housing Center