



Kathy Varney
Publisher & Director of Sales
McGraw-Hill Construction – West

Kathy Varney, Publisher, *California Construction*, and Director of Sales, McGraw-Hill Construction-West

Kathy Varney is currently the publisher and director of sales for McGraw-Hill Construction's *California Construction*, as well as the publisher of local trade association publications such as *ArcCA*, the official journal of the AIA California Council, and *AGC-California Constructor*, the official publication of AGC-California. Kathy also produces construction-related seminars in the California market that promote the advancement of technology improvements such as BIM, interoperability, and green construction. Kathy oversees products and solutions for general contractors, specialty contractors, and subcontractors in California. In this capacity she is responsible for growing the MHC brand through strategic leadership, alliances & partnerships, and driving productivity solutions to C-level executives within the design and construction industry.

Kathy joined the MHC team in 1988 as the manager for *Construction Data & News*, a northwest weekly construction publication and plan center group acquired by The McGraw Hill Companies. She later accepted a position as change manager for the Construction Information Group, working with the various business segments to improve business processes. Kathy has also led the western editorial operations team which led the country for editorial productivity, accuracy, and completeness under her direction. In 1997 she joined the Contractors & Services local sales team as Northwest director of sales, where she implemented new revenue driving opportunities and negotiated strategic alliance partnerships.

Prior to joining MHC, Kathy had a career in the reinforcing steel industry as manager of operations. In this role she reengineered inventory procedures and saved thousands of dollars with a "just in time" inventory process as well as facilitating the implementation of a computer-aided detailing and estimating program which further improved productivity and profitability.

Kathy is a connected member of the design and construction industry, serving as a member of numerous construction associations and on the *ArcCA* Editorial Board for AIA CC as well as the membership committee for AGC California. She is a former member of the Strategic Planning group for AGC Las Vegas. Kathy is also certified by the Construction Specification Institute as a Contract Document Technologist (CDT) and received certification from the Forum Institute and Michael Hammer Institute for business process improvement and team facilitation. Kathy is a speaker for various associations and provides construction outlooks at local events.