

MEET CEDIA'S EXECUTIVE COMMITTEE, BOARD OF DIRECTORS, & EXECUTIVE DIRECTOR

2008 EXECUTIVE COMMITTEE



Utz Baldwin – President

Utz Baldwin is the president of AD systems in Houston TX. Utz's primary focus is on industry development, raising awareness of CEDIA, and elevating the standards of installation practices in the industry. His career spans 19 years in the consumer electronics industry with the majority of time spent in the custom installation field. "My career in this industry began in 1984 like many CEDIA members in the retail sector of the consumer electronics industry working for the Federated Group in Los Angeles. As my interest in consumer technologies grew I migrated to high-end audio/video sales and installation at Jonas Miller Sound in Santa Monica. I was fortunate to have learned from two icons in our industry; Jonas Miller and Ken Kreisel of M&K Sound." After managing the custom installation division for several years Utz founded Acoustic Design Inc.

Migrating from a one-man sales, installation, management, financial shoe to a departmentalized corporate organization is paying off. "I have found the intricacies of business itself, to be just as exciting as the systems we install. We have had many successes over the years, but most of them can be attributed to failing first. The important thing is that decisions are made and executed. The reward is spending more time on the things you are passionate about." He has presented to NAHB, ASID, AIBD, EHX and CEDIA EXPO. Utz has served as CEDIA Management Conference Chair and CEDIA's Industry Outreach Chair, and he currently serves as the president of CEDIA's Executive Committee.



Ken Erdmann – Vice President

Ken Erdmann is a co-founder and president of Erdmann Electric, an electrical contracting and custom installation company. He has been a Utah State licensed electrician since 1978. Active in the custom design and installation segment of his company he regularly performs installations exceeding \$500,000. As an electrical contractor, Ken has done industrial and commercial design build projects including the design of automation and process control systems for chemical refineries, and above ground mining facilities.

In 1999, Ken took a leave from Erdmann Electric to serve as director of activation and director of product development for SwitchPoint Networks. During his time at SwitchPoint he was responsible for the design and implementation of the network construction methods, topology, and powering of city-wide fast Ethernet broadband networks. He was also responsible for the IP television and video on demand trials conducted by SwitchPoint. He has currently returned to The Erdmann Group Inc. to resume his role as president.

As an adjunct faculty member since 1992 at Utah Valley State College Ken serves as an instructor in Electrical Automation and Robotic Technologies. Ken is a member of the Society of Cable and Telecommunication Engineers and of BICSI, a telecommunications association. As a member of CEDIA for over 10 years, Ken currently serves as secretary on CEDIA's Executive Committee and serves as the Education Council Chair. He has participated on the original Bylaws Committee and the Home Theater Council. He served as a subject matter expert for the Designer Certification Exam and is active as a CEDIA Instructor for many CEDIA Education events across North America.



Randy Vaughan – Treasurer

Randy Vaughan is the president of AE Systems, a systems integration firm with offices in Montvale and Portsmouth, Virginia. Mr. Vaughan is AE Systems' lead engineer and specializes in Professional Audio, Video, and Lighting Systems. He has continued to stay on the cutting edge of technology since he founded AE Systems in 1970, attending and teaching countless technical courses in the fields of acoustics, audio, video, lighting, control systems, and more.

He currently serves as the Treasurer for CEDIA's Executive Committee. He is a Past President and a Member of the Board of the NSCA (National Systems Contractors Association), national trade organizations for residential and commercial systems integrators. He is a frequent speaker and instructor at technical conferences, industry tradeshow, and seminars.



Randy Stearns – Secretary

Randy Stearns is President of Engineered Environments, which is recognized as one of the industry's premier residential systems integration firms. Randy has actively participated in all aspects of CEDIA education, served as 2006 CEDIA EXPO Chair, and currently serves as the secretary for CEDIA's Executive Committee.

Randy has been honored as a guest speaker at numerous industry conferences and events including CEDIA EXPO, CEDIA Management Conference, WCES, EH Expo, NSCA, and many more. Randy earned his undergraduate degree from Dartmouth College and his MBA from the University of Southern California.



Ken Smith – Past President

Ken Smith is the founder, co-owner, and president of Custom Electronics, Inc. based in Falmouth, ME. He was also CEDIA/HA Pro Dealer of the Year. Ken's background consists of a B.S. in Business Management and 11 years with Digital Equipment Corp. (DEC) as a management development consultant. DEC was a Fortune 500 corporation, and Ken designed and delivered management development programs, which were used successfully on a worldwide basis.

Ken has been involved with CEDIA for years; he has served as the Dean of the Business Track, Dean of the Vision and Excellence Track (which he created), Chair of EXPO Education (2 years), CEDIA Education Council Chair (2 years), and the Membership Council Chair. Currently, Ken serves as president on CEDIA's Executive Committee.

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If you would like to speak with any member of our Executive Committee or Board of Directors, please contact Joshua Hall at 317-639-5135, ext. 116, or send an email request to joshua.hall@publicis-usa.com.

DON GILPIN –EXECUTIVE DIRECTOR



As the Executive Director for the Customer Electronic Design & Installation Association (CEDIA), Don Gilpin leads this global organization of over 3,500 member companies as spokesperson and industry relations liaison.

Responsibilities include overseeing all aspects of seven different operational departments within the organization. This is the 7th year Don has been operationally involved with CEDIA and has enjoyed managing a developing membership that has grown from an \$8 million association to over \$13 million, and has matured from a "Top 200" tradeshow to one of the "Top 100" tradeshows as ranked by *Tradeshow Week Magazine*. In addition, the CEDIA staff has more than doubled during Gilpin's tenure.

Don began his career as the CEDIA Director of Trade Shows, and then moved into the Director of Operations position. Most recently, Don acted as the Assistant Executive Director before assuming full responsibilities on January 1, 2006.

Prior to CEDIA, Don Gilpin served as the Executive Director for the Interior Design Educator's Council (IDEC). Don has corporate Fortune 100 experience as a marketing executive with Dayton Hudson Corporation in Minneapolis and Deluxe Corporation in St. Paul. Don also has more than 13 years in the association management field.

Graduating in 1986 from Franklin College with a major in business administration, Don is married and has two sons.