

Bryan A. Briggs

Career Objective: To manage projects that will revitalize the physical and economic environment of a community.

Skills:

- Excellent communication skills
- Excellent organizational skills
- Creative problem solving and goal setting abilities

Education:

- Juris Doctorate; Santa Clara University, Santa Clara, California
- Certification in Public Interest Law 2002
- Master of Urban Planning; California State University, San Jose, California (Major: Urban Planning and Regional Development, 2000)
- Bachelor of Arts; University of California, Santa Cruz, California (Major: American Studies, 1993)

Work Experience:

**County of San Mateo, 264 Harbor Blvd., Belmont, CA 94002 (650) 802-3335 June 2018 to present
Housing and Community Development Specialist**

- Review all Department of Housing real estate documents to ensure Department interests are being maximized, including residual receipts repayment policies and other negotiated development terms.
- Assist with recruitment of development entity to construct 150 units of affordable housing and one-half acre of commercial space on County owned property.
- Negotiate Development and Disposition Agreement for development of County 3-acre county owned site marketed for development of mixed-use project.
- Negotiate loan terms for County participation in 3 affordable housing developments.
- Acquire, market and dispose of properties for affordable housing development.

**City of Fairfield, 1000 Webster St. Fairfield, CA 94533 (707) 428-7686 Dec 2013 to May 2018
Senior Economic Development Project Manager**

- Assist in executing the City's economic development strategy and implementation plan related to business recruitment, business retention and expansion, and image awareness.
- Perform commercial business recruitment activities, including cold calling office and retail users and communicating the City's attributes in an effective way.
- Administer small business revolving loan fund programs, including analysis and underwriting of loan applications for credit worthiness and risk.
- Perform targeted business attraction efforts for City and Successor Agency, and Housing Authority owned real estate and manage the acquisition and/or disposition of real property.
- Negotiated Development and Disposition Agreement for 3-acre city owned site to begin transformation of City's retail development in City's growth area.
- Acquire property adjacent to City owned 3-acre parcel and market for affordable housing. Negotiate Development and Disposition Agreement with selected developer.
- Manage the Development and Disposition Agreement for Green Valley Corporate Park, including working with option holder to facilitate land take downs for sale to third parties for development.
- Prepare Business terms and Memorandum of Understanding to acquire or lease specific targeted County owned properties to stimulate economic development in Fairfield.
- Prepare and implement Real Property Asset Management and Disposition Plan for Housing Authority owned properties.

City of Ceres, 2720 Second St. Ceres, CA 95307 (209) 538-5756 Mar 2008 to Nov 2013 (5Y/9M)
Redevelopment & Economic Development Manager

- Manage City's Economic Development, Redevelopment and Housing operations,
- Develop and administer Redevelopment Agency budget.
- Conducted negotiations with property owners/developers for Letters of Intent and Development and Disposition Agreements.
- Monitored the development and construction of various redevelopment projects.
- Review and discuss quarterly sales tax numbers with Deputy City Manager and Finance Director.
- City's representative to Stanislaus County Airport Advisory Commission, Economic Development Advisory Commission and Tuolumne River Regional Parkway Citizen's Advisory Board.

City of Marina, 211 Hillcrest St. Marina, CA 93933 (831)884-1278 Jul 2006 to Feb 2008 (1Y/7M)
Interim Redevelopment & Housing Manager

- Managed City's redevelopment project areas, including RDA project area budgets
- Oversaw development negotiations and entitlement process for below market rate housing program
- Conducted negotiations and oversaw entitlement process for redevelopment projects.
- Managed Marina Municipal Airport commercial leases, Airport redevelopment and economic development activities.

Honors, Awards and Activities:

- Member of Solano County Real Estate Fraud Advisory Team (2015-2018)
- Member of League of California Cities Environmental Quality Committee (2016 - 2017)
- Member of League of California Cities Revenue & Taxation Committee (2014)
- Member of League of California Cities Economic Development Task Force (2012)
- Member of City of Richmond Economic Development Commission (2016-2017)
- Member of City of Santa Cruz Planning Commission, (1996-2001)
- State of California Department of Real Estate Broker License #01777478 (2011-present)
- State of California Notary Public License #160744223 (Signing Agent Certification) (2019-present)
- Construction Project Management Certification (Construction Resource Center - 2019)
- Real Estate Negotiation Certification (Real Estate Negotiation Institute – 2010)

International Economic Development Commission Certifications:

- Neighborhood Development (August 2011)
- Business Retention and Expansion (November 2011)
- Economic Development Finance Programs (November 2011)
- Entrepreneurial and Small Business Development Strategies (February 2012)
- Economic Development and Marketing Strategies (March 2012)
- Real Estate Development & Reuse (March 2012)
- Economic Credit Analysis (April 2012)
- Managing Economic Development Organizations (May 2012)