

Application Form

Profile

Danie

First Name

S

Middle Initial

Sandman

Last Name

[REDACTED]

Home Address

Suite or Apt

[REDACTED]

City

[REDACTED]

State

[REDACTED]

Postal Code

[REDACTED]

Primary Phone

[REDACTED]

Email Address

Which supervisorial district do you live in?

District 2

Education

Select the option that applies to your high school education *

High School Diploma

College/ University A

Name of College Attended

UIC John Marshall Law School

Degree Type / Course of Study / Major

Law/JD

Degree Awarded?

Yes No

College/ University B

Name of College Attended

Syracuse University

Degree Type / Course of Study / Major

BA/Political Science & Journalism

Degree Awarded?

Yes No

College/ University C

Name of College Attended

Degree Type / Course of Study / Major

Degree Awarded?

Yes No

Other schools / training completed:

Course Studied

Hours Completed

Certificate Awarded?

Yes No

Board and Interest

Which Boards would you like to apply for?

Aviation Advisory Committee: Submitted

Seat Name

Have you ever attended a meeting of the advisory board for which you are applying?

Yes No

If you have attended, how many meetings have you attended?

Please explain why you would like to serve on this particular board, committee, or commission.

As a life long aviation enthusiast, I have great interest in the governmental workings that pertain to airport operations and such. I took flying lessons as a teenager only to be made to give that up as my mother almost had a stroke when it was time for me to solo. My love for flying and aviation in general has not waned and I hope to return to the cockpit soon. Recently I had the opportunity to visit Buchanan Field with my young children and share with them my interest in WWII vintage aircraft over the summer I believe it was. Around the same time I flew JSX from Concord to Burbank and came to realize what a gem Buchanan Field is and the opportunities it presents for air travel especially as our East Bay community becomes more densely populated. As a member of the commission I hope to listen, learn and share whatever expertise I can to ensure that the interests of the community are adequately represented.

Qualifications and Volunteer Experience

I would like to be considered for appointment to other advisory boards for which I may be qualified.

Yes No

Are you currently or have you ever been appointed to a Contra Costa County advisory board, commission, or committee?

Yes No

List any volunteer or community experience, including any advisory boards on which you have served.

I just completed my first year as Treasurer of our Homeowners Association and serve on the Architectural Advisory Committee. While living in Los Angeles I served as Public Safety Committee Chair of what is not called the Los Feliz Neighborhood Council. I coordinated the training of 100 CERT volunteers and was awarded an Official Certificate of Appreciation by the City of Los Angeles for my work.

Describe your qualifications for this appointment. (NOTE: you may also include a copy of your resume with this application)

See Resume

[Dan Sandman Resume 10.2.19.pdf](#)

Upload a Resume

Conflict of Interest and Certification

Do you have a Familial or Financial Relationship with a member of the Board of Supervisors?

Yes No

If Yes, please identify the nature of the relationship:

Do you have any financial relationships with the County such as grants, contracts, or other economic relations?

Yes No

If Yes, please identify the nature of the relationship:

Please Agree with the Following Statement

I certify that the statements made by me in this application are true, complete, and correct to the best of my knowledge and belief, and are made in good faith. I acknowledge and understand that all information in this application is publicly accessible. I understand that misstatements and/or omissions of material fact may cause forfeiture of my rights to serve on a board, committee, or commission in Contra Costa County.

I Agree

DAN SANDMAN, ESQ.

Business Development Leader | Legal Services

Legal Services executive with an established background in building and leading teams, while developing operational models that drive revenue growth. Consistent track record of projecting shifting industry trends and successfully launching competitive strategies that propel organizations to the top of their class.

Organizational Leadership

Develops strategic relationships with internal stakeholders and external partners that establish environments of trust and collaboration to move business initiatives forward.

Client Relations

Takes a partnership approach to problem solving that is combined with firsthand knowledge of what drives the decision-making process for attorneys and law firms.

Legal Expertise

Demonstrated history of navigating successful outcomes for complex legal cases.

Strategic Planning & Execution

Oversees strategy, development and implementation of key initiatives. Ensures program continuity and alignment with organizational goals.

CAREER HIGHLIGHTS

- ❖ **Scaled American Medical Forensic Specialists**, expanding the consultancy to multiple locations across the country. Grew book of business more than 20% in less than 12 months, in a very competitive space.
- ❖ **Established Anti-Defamation League's prominence** as the go-to thought leader for local media on issues of Diversity, Inclusion and Belonging, and anti-bullying.
- ❖ **As a lawyer, secured maximum compensation and justice** on behalf of clients, where often none was forthcoming without a fight.

PROFESSIONAL EXPERIENCE

AMERICAN MEDICAL FORENSIC SPECIALISTS

Walnut Creek, CA

President

2017 – Present

Vice President, Business Development

2014 – 2017

Oversee internal and external operations (inclusive of P&L) for medical expert witness consultancy that provides qualified professionals to testify in personal injury and medical malpractice lawsuits.

Operational Success

- Projected industry shifts from traditional marketing channels and advocated toward a robust digital approach.
- Successfully guided AMFS through two successful acquisitions in less than six months. Retained core employees and maintained relationships with clients throughout transitions.
- Expanded to LA and Houston, which reduced costs and enhanced cross selling opportunity with parent company by having employees around country to build relationships with colleagues.
- Moved company headquarters from Emeryville to Walnut Creek, which saved 75% on monthly operating expenses, provided a more centralized location for employees.
- Hired digital marketing firm to assess audience data and implement strategic campaign focused on website development.

Business Development

- Increased network retention of more than 6,000 healthcare professionals across the country.
- Grew book of business more than 20% in 12 months by developing strong client relationships and discerning the best expert pairings for individual cases.
- Allocated rental space savings to website renovation, which significantly increased SEO and focused on building content rich material that engages clients in a more effective way.

DANIEL S. SANDMAN, ESQ.

San Francisco Bay Area

Contract Project Attorney

2011 – 2014

Provided consultative legal services to businesses and individuals. Focus on copyright licenses, corporate contracts and confidential document analysis.

- Drafted copyright license agreement as part of an intellectual property dispute settlement.
- Project attorney (Robert Half Legal) retained on behalf of Lane Powell law firm and FTI Consulting to analyze and review confidential documents pertaining to securities investigation.
- Project attorney (Robert Half Legal) retained on behalf of Morrison and Foerster to analyze and review confidential documents of publicly held company embroiled in class action securities litigation.

ANTI-DEFAMATION LEAGUE (ADL)

San Francisco, CA

Regional Director

2010 – 2011

Led strategy and development for Northern California, Utah and Hawaii regional office of international civil rights and human relations agency. Managed team of up to five and a multi-million-dollar budget.

- Increased community visibility through strategic public relations campaign focused on establishing diversity, inclusion and belonging initiatives, and eradicating bullying in schools and workplaces.
- Built coalitions with law enforcement, local government and religious institutions.
- Expanded donor relations and fundraised annual budget through financial contributions from religious, business and governmental leaders.

THE TENNIS CHANNEL, INC.

Los Angeles, CA

Director of Business & Legal Affairs

2009 – 2011

In-house counsel for tennis and lifestyle network reaching more than 20 million homes. Negotiated and drafted entertainment-related agreements, such as talent, production, internet, commercial lease, copyright, and content licensing contracts.

- Supported key players pertaining to production of scripted series' and live/taped sporting events.
- Developed and negotiated multi-million-dollar deal with TTC to lease production space and telecommunications hub.
- Advised business executives regarding litigation-related matters and oversaw/coordinated with outside counsel where necessary. This included a 5-figure property damage claim that was resolved favorably.

KLINEDINST, PC

Los Angeles, CA

Senior Associate Attorney

2007 – 2008

Managed client relationships at mid-size statewide litigation firm. Represented clients in business litigation, professional liability litigation and construction defect litigation. Worked with insurance adjustors, took and defended depositions, facilitated settlement conferences and ADR hearings and supported settlement conferences.

SANDMAN, LEVY & PETRICH

Chicago, IL

Senior Associate Attorney

2003 – 2006

First-chair trial attorney in plaintiff personal injury law firm.

- Ideated and developed strategic content for the launch of the firm's first website.
- Achieved favorable result in five out of six jury trials tried to verdict.
- Obtained favorable decision in numerous ADR hearings (mediations-arbitrations), engaged in extensive motion practice, trial preparation, and taking and defending depositions.
- Negotiated and drafted settlement agreements with opposing counsel. Managed litigation strategy for more than 60 civil litigation case files. Actively involved in business development.

JENNER & BLOCK, LLC

Chicago, IL

Associate Attorney

2003

Summer Associate

2001 & 2002

Composed legal memoranda for corporate litigation partners. Updated section of *Illinois West Civil Practice Guide*.

SERVICE TO THE LEGAL PROFESSION & COMMUNITY

CITY OF LA-GREATER GRIFFITH PARK NEIGHBORHOOD COUNCIL Los Angeles, CA

Candidate for GGPNC Board / Chairman, GGPNC Public Safety Committee 2009 – 2010

Appointed by GGPNC Executive Committee to oversee public safety issues and coordinate programs in City of LA community of 35,000 people.

- Awarded Certificate of Appreciation by mayor and city council for organized Community Emergency Response Team training for 100 area volunteers with Los Angeles Fire Department and organized neighborhood crime fighting programs.
- Developed and executed outreach campaign regarding topical public safety issues.

ILLINOIS SUPREME COURT COMMITTEE ON CHARACTER AND FITNESS Chicago, IL

Supreme Court Appointed Committee Member 2005 – 2006

- Reviewed pending attorney applications made to the Illinois Bar.
- Conducted interviews with applicants, filed reports to the Committee, led inquiry panel hearings and made recommendations to Supreme Court regarding candidate certification to Illinois Bar.

EDUCATION

Juris Doctor | UIC JOHN MARSHALL LAW SCHOOL, CHICAGO 2003

Bachelor of Arts, Broadcast Journalism & Political Science | SYRACUSE UNIVERSITY 1996

LICENSES & AFFILIATIONS

State Bar of California (248345) 2007

State Bar of Illinois (6279396) 2003

U.S. District Court Southern District of California

U.S. District Court Northern District of Illinois