

Ed Beasley

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SUMMARY

27 years of substantive experience in serving a variety of public service organizations utilizing exceptional organizational development, research, negotiation, and analytical skills with experience supervising a diverse workforce.

PROFESSIONAL EXPERIENCE

Colliers International/Edward Beasley LLC Vice President Government Solutions Contract Basis Ongoing

Colliers International is the third largest brokerage firm in the world. As an independent consultant, I am responsible for developing strategy process, providing insight and access to governmental systems, and negotiating public-private partnerships with a core focus on developing major projects encompassing stadium, arena, and mixed-use development projects.

Beasley Associates LLC President Contract Basis Ongoing

Private consulting for government, private sector and nonprofit agencies with focus on mega projects, infrastructure and project management.

City of Glendale, Arizona City Manager January 2002 – July 2012

The City of Glendale is a suburban community located immediately adjacent to Phoenix with a population that peaked in 2009 at 253,209; current population is approximately 232,143. The City of Glendale is a full-service community, during my tenure the annual budget was approximately \$1.1 billion with over 2,000 employees. Appointed by a 7-member Council, I was responsible for oversight of all city operations and for carrying out the Council's goals and policy directives.

Key Accomplishments:

- Negotiated and established international destination venues for the City of Glendale leading to an estimated \$800 million in projected revenue and 14,000 jobs over a 30-year period.
- Venues and events include the NHL Coyotes Hockey Arena, NFL Arizona Cardinals' Multi-purpose Facility, NCAA Fiesta Bowl, BCS championship, 2008 Super Bowl, 2009 NCAA Regional Finals, and Arizona Interscholastic Association High School Championship sports.
- Instrumental in developing a proposal, which secured the 2008 Super Bowl to the City of Glendale creating a \$500 million economic impact for the region.
- Directly negotiated a \$52 million development agreement for a four-diamond, privately financed hotel, media center, and convention center to enhance the West Valley.
- Restructured and directed Economic Development Department in retention and redevelopment initiative, which has resulted in the creation of over 9,000 jobs in the community over the past six years and over two million square feet of new retail development valued at \$68 million.
- Created partnership opportunity to bring Cabela's, the World's Foremost Outfitter, to the retail development at Zanjero. This 190,000 square foot development is projected to bring over \$10 million in unencumbered revenue to the city over fifteen years.
- Successfully negotiated a development agreement with AAA to relocate their corporate headquarters to the Talavi district, bringing over one thousand new jobs, and \$12 million in direct revenue to the city over ten years.
- Initiated organizational culture change with the implementation of the Innovate Program, which helped save over 16,000 staff hours and 23,000 customer hours. The program enhanced citywide operations by providing increased efficiency, elimination of waste, and improved customer service.
- Initiated community input forums for the development of the FY2010-11 budget, which provided the public with an opportunity to comment on proposed reductions. The process allowed for a streamlined result and effective implementation of a balanced budget.
- Facilitated highly successful mid-contract negotiations in partnership and cooperation with Public Safety unions, which resulted in about \$2.2 million in savings for FY2009-10 and assisted with the overall budget reductions, without affecting staffing or service delivery.
- Worked with inner city leaders and a non-profit organization to develop a mentoring program that allowed K-12 students to attend private school at no cost.
- Directed staff in a nationally recognized, innovative approach to securing the future of Luke Air Force Base (the largest F-16 Fighter Pilot Base in the world) by creating legislation that would protect the base from encroachment and purchasing property to place compatible public facilities around the Base to protect its mission.
- Negotiated the development of a Regional Emergency Operations Center and Regional Public Training Facility, which assists in providing public safety training for the Phoenix metropolitan area municipalities.

- Engaged neighboring city in a unique partnership to develop land owned by Glendale in their city to create a public amenity and ancillary development that would prevent encroachment on the Glendale Airport and benefit the surrounding community.
- Worked with the local Tolleson Union School District to create a City of Glendale sponsored Youth Workforce Development Program at Copper Canyon High School. The program provided hands on skills to connect young people to jobs and careers through interactive programs that provided recreational, social, and personal development opportunities.

City of Glendale, Arizona

Assistant City Manager

1994 - 2001

Retained by the City Manager in 1994 to run internal operations of a full service community, which at the time had approximately 235,000 citizens and a \$400 million budget. Responsibilities included directing internal operations for the city to include managing department heads and (4) Deputy City Managers.

Wyandotte County, Kansas

Assistant County Administrator and Director of Health/Human Services

1992 - 1994

Responsible for internal operations of all county departments in addition to managing Health/Human Services department for a community of approximately 160,000 with a \$19 million annual budget and providing oversight for approximately 400 employees. My primary duties included engaging in an organizational realignment, eliminating budget deficits, creating internal controls for budgeting, developing performance management and work plans, and securing grant funding for major projects.

Pinal County, Arizona

Assistant County Manager and Director of Public Works

1991 - 1992

Recruited to address deficiencies in the Public Works department for a county of approximately 125,000 residents with a \$13 million annual budget and providing oversight to 300 employees in eight different departments. My primary duties included reorganization, restructuring tax revenue, balancing the budget and eliminating cost overruns on significant projects, and implementing processes and procedures to create cost savings.

City of Eloy, Arizona

City Manager

1988 - 1991

The City of Eloy is a small Arizona community located approximately 50 minutes south of the Phoenix metropolitan area. During my tenure, the community had approximately 7,000 residents, a \$4.5 million annual budget, and 300 employees. In this position, I was directly responsible for oversight of Police, Utilities, Parks, Recreation, Public Works, Finance, City Court, Library, Buildings, and Airport. I specifically served as the Chief Personnel Officer and Chief Finance and Budget Officer and was responsible for assisting the City Council in identifying and achieving community goals; and, establishing and maintaining an open and mutually beneficial relationship with the media and public regarding municipal operations and activities.

City of Flagstaff, Arizona

Administrative Assistant to the City Manager

1985 - 1988

The City of Flagstaff is a small community in northern Arizona. During my tenure, the community had approximately 89,000 residents. In this position, I was responsible for providing direct oversight for internal operations of the manager's office, supervising approximately five employees and managing a \$50,000 budget. My primary duties included neighborhood relations, creating a progressive and proactive public relations media program, and addressing the redevelopment of a neighborhood community center.

City of Kansas City, Missouri

Municipal Management Intern

1984 - 1985

In this position, I was responsible for working with the City Manager's Office to develop and implement a variety of programs in Public Works, Finance, Budget, and Community Relations.

EDUCATION/CERTIFICATIONS

ICMA Credentialed Manager, 2003

International City/County Management Association

Mediation, Arbitration, and Dispute Resolution Certification, 1984

Pioneer Community College, Kansas City, Missouri

Master of Public Administration, 1983

University of Missouri at Kansas City

LP Cookingham Institute of Public Affairs

Bachelor of Arts – Political Science/Business Law, 1980
Loyola University at New Orleans, Louisiana

MEMBERSHIPS/AFFILIATIONS

Current

- International City/County Management Association (ICMA)
 - Credentialed Manager since 2003
 - Executive Board, Mountain Plains Regional Vice President (2003-2006)
 - Committee on Professional Conduct and Ethics (2004)
 - Task Force on Membership Connection (2001-2002)
 - Nominating Committee (1998-1999)
 - First-Time Administrators Task Force (1997-1999)
 - Conference Planning Committee (1991, 1994, 1996)
 - Committee on Workplace Diversity (Chairperson 1990, Member 1991)
- Arizona City/County Management Association, Lifetime Member (ACMA)
 - President, Arizona City County Managers Association (1997-1998)
 - Arizona ICMA Endowment Fund Committee

Past

- National Forum for Black Public Administrators (NFBPA)
- International Hispanic Network (IHN)
- Board Member, Greater Phoenix Economic Council (GPEC)
- Member of the Governor's African-American Advisory Council
- Arizona Physician's Review Board – Governor Appointed
- Arizona Supreme Court to the Judicial Review Board of Arizona
- Growing Smarter Plan for State of AZ – Governor Appointed
- Athletic Training Commission – Governor Appointed
- Board Member, Downtown Urban Kids Program
- NAACP Executive Board Member
- Pop Warner Football Coach
- YMCA Basketball, Soccer, Football and Basketball Coach
- CCV Stars Youth Football Coach

AWARDS & RECOGNITION

- Recipient of the 2010 Westmarc Best of the West Award for Camelback Ranch – Glendale in the category of Attractions, Entertainment, & Destinations for being an outstanding destination and entertainment venue in the West Valley
- Recipient of three 2010 Arizona Talent in Event Concepts (AzTEC) peer review awards for outstanding festival contributions
- Recipient of 2009 Telly Award for outstanding local, regional, and cable television programs for Glendale Dimensions featuring the Wildlife World Zoo.

- Recipient of the 2008 Glendale Chamber Foundation Cesar Chavez Diversity Excellence Award
- Recipient of the 2008 Arizona Tourism Alliance and Fiesta Bowl Tourism Champion Award
- Recipient of the 2007 Telly Award for outstanding local, regional and cable television programs for Glendale Dimensions featuring Glendale's public-partnership with the Fiesta Bowl.
- Selected by the Phoenix Business Journal as one of ten Super Bowl Most Valuable Power Players (2007).
- Recipient of the Superior Service Award for Individual Contributions from the American Society for Public Administrators for significant contributions toward excellence in public service (2007).
- Recipient of Arizona Business Magazine's Economic Engines of Arizona Award in the "people" category in recognition of significant contributions to the Arizona Economy through economic development projects (2006)
- Selected by Arizona Sports & Leisure Magazine one of the top ten Power Brokers in Arizona
- Recipient of Maricopa County NAACP Roy Wilkins Freedom Award (2005)
- Recipient of Martin Luther King Leadership Diversity Award (2005)
- Recipient of ICMA 2004 Workplace Diversity Professional Development Award (2004)
- Recipient of the Arizona City Manager's Association for the John "Jack" DeBolske AZ Top Public Official Award (2001).
- Selected by the Arizona Chapter National Forum for Black Public Administrators as Outstanding Public Official (2001).
- Selected as the Arizona Black Board of Directors' Man of the Year (2001) Lincoln J. Ragsdale Award.
- Recognized by 100 Black Men of Phoenix as Outstanding Public Official (2000).
- Selected as one of the 100 most influential Kansas Citizens by the Kansas City Globe newspaper (1994).
- Recipient, 1988 "Friend of the Association" Award, Arizona Municipal Assistants Association.
- Selected by Ebony magazine as one of the nation's "Top 30 Young Leaders."