TRACKDOWN MANAGEMENT

"Providing thread to help stitch together the fabric of the City Management Community"

December, 2014 Special Too Issue Volume No. 8: Issue No. 22 Page | 1 Assistant to the City Manager



<u>La Mirada</u> Deputy City Manager/City Clerk **Anne Haraksin** at a Holiday get-together on
December 9th in <u>Brea</u>. She brightened a table of
retired City Managers celebrating together. Anne
joined the <u>La Mirada</u> staff in 2000. She previously
worked for the City of <u>Diamond Bar</u>.



A Few of California's Assistant to the City Manager

Undoubtedly, we all recognize the need to look within our city organizations to find the city managers and administrative leaders of the future. With that in mind, we have pieced together a list of "Assistant to the City Manager" folks by using the ICMA Who's Who Directory title search feature. Of course, the entire list is beyond the capacity of one newsletter issue. This Second Special December, 2014 issue lists "Assistant to the City Managers" with last names listed alphabetically from A to C. We looked specifically at the target position title.

HAPPY HOLIDAYS!





Jacob I. Alvarez is the Assistant to the City Manager in the City of Coachella. He began his career in 2004 in Desert Hot Springs as a Financial Analyst, Redevelopment Agency Coordinator and Management Analyst. He worked in Desert Hot Springs for a little more than 4-years. In November, 2008 he took a Management Analyst position with Coachella Valley Association of Governments and worked there until November, 2013. Jacob was appointed Assistant to the Coachella City Manager in November, 2012. He serves as a Board Member on the Coachella Valley Branch of the US Green Building Council starting in November, 2011. Jacob also served as Secretary of the Bermuda Dunes Community 2013 Council starting in September, representing the Riverside County 4th Supervisorial District. Jacob graduated from Palm Desert High School, studied as California State University, San Diego, earned a BS and MBA from the University of Redlands.



www.keenan.com

Keenan is an industry leader in insurance, employee benefits and financial solutions for public agencies.
 Executive Vice President Steve Gedestad is a Member of the California City Management Foundation (CCMF)
 Board of Trustees. Contact Valentina Tripepi Shoop at (951-715-0190) for investigation services and background checks by the Regency Claims Service Keenan Division.



Brandywine Homes Leadership!



www.brandywinedev.com

Former Artesia City Manager **Jim Barisic** founded Brandywine with a business plan to revitalize established neighborhoods and convert existing underutilized space into needed housing. Now selling The Orchards single family homes in <u>La Mirada</u>. Coming soon are the Covington in <u>Yorba Linda</u>; Seabright in <u>Costa Mesa</u>; Griffin in <u>Arcadia</u>; Brighton in <u>Torrance</u> and Sunstone in <u>Norwalk</u>.



Lakewood Assistant to the City Manager **Paolo T. Beltran** started his working career in 1998 as a Nuclear Chemist for a products laboratory until 2002. In 2004 he started a

Management Trainee position with the City of Lakewood. In 2005 he was promoted to an Administrative Assistant I, and became an Administrative Assistant II in 2007. Paolo was again promoted in 2008 to Senior Management Analyst. He was named Lakewood's Assistant to the City Manager in August of this year (2014). Paolo earned a BS in Biochemistry from the University of California, Los Angeles (UCLA), and an MBA from California State University, Long Beach. In 2013 he attended the ICMA Young Professionals Leadership Institute.



"The 'Y' is felt when you gettogether with friends."







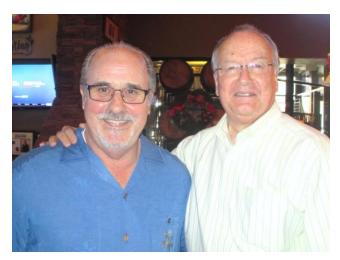
Keeping in touch means getting-together!

At a December Holiday Get-together in Brea: seated left to right are: retired Yorba Linda City Manager Terry Belanger; La Mirada Deputy City Manager and City Clerk Anne Haraksin; retired La Mirada City Manager Tom Robinson; retired La Mirada City Manager Gary K. Sloan; retired Norwalk City Manager Ernie Garcia: retired LASD Commander John Hammargren; and retired L.A. County Deputy Supervisor and former City Administrator Ray Harris. Standing from left to right are: former South El Monte City Manager Gary Chicots; retired Rosemead Assistant City Manager Don Wagner; former Artesia City Manager, and Founder of Brandywine Homes, Jim Barisic; retired Huntington Park City Manager, and recent Los Alamitos Interim City Manager, Gregory Korduner; retired El Segundo Assistant City Manager, and former Rosemead City Manager and Paramount Interim City Manager, Bill Crowe; retired Jurupa Valley City Manager, and University Professor, Steve Harding; Founder of Structured Finance of America, and owner of Cheyenne River Ranch in Wyoming, John C. Bolan: and California Contract Cities Association veteran Executive Director Sam Olivito. The photo was taken by former City Manager Jack Simpson!

"Friendship is essential to our well-being. Meeting with friends is a tonic for what ails us!" -Anonymous.



John Hammargren, Ray Harris and Sam Olivito.



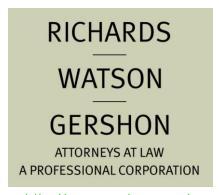
Gregory Korduner and Steve Harding







Alfred Bito Jr. joined the <u>Daly City</u> staff as an Administrative Analyst in 1990. He left <u>Daly City</u> and joined the <u>Campbell</u> management team in 1997 as the Assistant to the City Manager. Between 2011-2012 Al served as the Campbell Interim City Manager/Assistant to the City Manager. He continues to serve as Assistant to the City Manager. Al earned a BA from the University of California, Berkeley; a JD from JFK University and an MPA from California State University, East Bay in <u>Hayward</u>. He served on the Municipal Management Association of Northern California (MMANC) Executive Board as Secretary, 1997-1998.



http://www.rwglaw.com/

RW&G is committed to excellence in the legal profession and to solving the problems of business and the public sector with the highest quality legal services in a cost-effective manner. **Roxanne Diaz** is among the City Attorneys on the RW&G staff.



http://www.gonsalvi.com

Anthony D. Gonsalves serves as a member of the CCMF Board of Directors. Anthony, **Jason Gonsalves** and **Paul Gonsalves** are expert municipal lobbyists.

Trackdown Posse Roster:

Gregory Korduner, Retired City Manager Howard Chambers, <u>Lakewood</u> Mike Egan, <u>Norwalk</u>

Lyle Defenbaugh, CalTrust

Ernie Garcia, Retired <u>Norwalk</u> City Manager Joe Tanner, Retired City Manager Dave Carmany, <u>La Puente</u>

Ken Bayless, Retired, Greater L.A. Vector Control District **Kevin O'Rourke**, KOLGS/PARS

Richard Ramirez, Retired City Manager, <u>American Canyon</u>
Vern Lawson, <u>Lancaster</u>

Don Penman, Retired City Manager, <u>Arcadia</u> **Anthony Gonsalves**, Joe A. Gonsalves & Son

Ernesto Marquez, <u>Hawaiian Gardens</u>

Gary K. & Mary Jo Sloan, Retired <u>La Mirada</u> City Manager

Andy Takata, Retired La Mirada City Manager

Andy Takata, Retired City Manager

Marcia Raines, Millbrae

Anthony R. Ybarra, South El Monte
Arthur C. Simonian, Retired City Manager
Ken Caresio, Retired Duarte City Manager

Wade McKinney, Indian Wells CM & President of CCMF
Doug LaBelle, Retired Chino Hills City Manager
John Keisler, Long Beach

Sam Olivito, California Contract Cities Association
Jack Lam, Retired Rancho Cucamonga City Manager
Larry F. Pennell, Retired Wasco City Manager
Gary Chicots, Retired City Manager

Fred Latham, Retired Santa Fe Springs City Manager
Anthony Lopez, Retired City Manager
Dr. Bill Mathis, Mathis Group

City of Cerritos

Roy Pederson, ICMA Past-President Bruce Williams, Retired City Manager Troy Butzlaff, Placentia

Rod Foster, Laguna Niguel

Dale Geldert, Retired CDF Director **Rita Geldert**, Retired <u>Vista</u> City Manager

Gene Rogers, Moreno Valley Retired City Manager
Chuck Robinson, Deputy City Manager, Tustin

Gary Milliman, Brookings, Oregon

John Gillison, Rancho Cucamonga

Laura Behjan, Retired CM, Simi Valley

Doug Dunlap, Retired City Manager, <u>Pomona</u>

Richard Rowe, Retired City Manager

Robert Dickey, Former CM & retired DPW, <u>South Gate</u> **Randy Bomgaars**, <u>Bellflower</u>, Past CCCA President

Marshall Linn, Urban Futures, Founder & Chairman

Clay Curtin, Menlo Park

Jim Lewis, <u>Pismo Beach</u> City Manager Kevin Duggan, ICMA & retired City Manager David Jinkens, Retired City Manager

Charles G. "Guy" Huffaker, Retired City Manager Judie & Mike Sedell, Retired Simi Valley City Manager

Rod B. Butler, <u>Upland</u> City Manager Ray Harris, Retired Public Official

Jason Gonsalves, Joe A. Gonsalves & Son Philip Vince, <u>Point Arena</u> City Manager Paul Gonsalves, Joe A. Gonsalves & Son

John C. Bolan, Cheyenne River Ranch



Wfis.wellsfargo.com

Senior Vice President <u>Gary Delaney</u> has developed sophisticated employee benefit insurance programs for public entities for more than 30-years. **Wells Fargo Insurance**, as one of the largest insurance brokerages in the world, helps agencies design innovative benefits solutions and more effectively navigate the complex world of healthcare reform.



http://www.bobmurrayassoc.com/

Executive Recruitment: Through many years of experience, **Bob Murray** and his associates have created an ideal recruitment process. Bob served as the Olympia, Washington City Manager (1982-1985).



www.chwlaw.us

Expert Public Agency Legal Services. Managing Shareholder **Michael Colantuono** is a member of the State Bar of California Board of Trustees, serving as Vice Chair of the Audit Committee.



Bill Pagett of Willdan, and California Contract Cities Association Deputy Executive Director Paul Philips.



A Few of California's Assistant to the City Manager



Nil Blackburn is the Assistant to the City Manager in the City of <u>Burlingame</u>. She was appointed to the post in November of this year (2014). In August, 1999 Nil began her working career as an

IT Consultant with IBM Global Services. In August, 2001 she became a Real Estate Finance and Contracts Analyst for IBM Global She went to work as a Global Services. Commodity Manager in Facilities Purchasing for Hitachi GST in April, 2005, and after a little more than two-years there, she became Director of Strategic Consulting for CBRE Account in July, 2007 and she served in that post until August, 2012. She joined the Burlingame staff after taking nearly two and a half years off. She earned an MBA from Case Western Reserve University, Weatherhead School Management, and a JD from Case Western Reserve University School of Law.

Tracy Bonano is listed as the Assistant to the City Manager in Lomita.

Roger A. Bradley is listed as the Assistant to the City Manager in Dublin.

Darryl B. Brown is listed as the Assistant to the City Administrative Officer in <u>Inglewood</u>.



Cristina Shore and Kelli Lofing of the CCCA staff.



Desiree Brun joined the Napa city staff in 2007 as a Management Analyst in the Public Works Department. In 2008 she relocated to the Napa City Manager's Office, and in 2013 she was promoted to Assistant to the City Manager. Prior to coming to Napa, Desiree served as a Grant Specialist for the Contra Costa Water District between May, 2005 and July, 2007. She earned a BA in microbiology with a minor in Chemistry from Sonoma State University, and an MBA from the University of Phoenix. She has served as an

Phoenix. She has served as an American Cancer Society Volunteer.

CITY of NAPA

Rebecca Burleson is listed as the Assistant to the City Manager and Deputy City Clerk in the City of Signal Hill.

Manager in <u>Beverly Hills</u>. He is listed in a <u>Beverly Hills</u> Public Works Services Department memorandum dated September 11, 2014 as a Senior Management Analyst. Between 1993 and 2001 he served as a Council Member Deputy in <u>Los Angeles</u>. He joined the <u>Beverly Hills</u> staff in his current position in 2001.



http://www.kosmont.com/

Kosmont Companies, founded in 1986 by former City Manager **Larry J. Kosmont**, is a nationally recognized real estate, financial advisory and economic development services firm.

865 S. Figueroa Street, Suite 3500 | Los Angeles, CA 90017 Main: 213.417.3300l Fax 213-417-3311



Retired <u>Yorba Linda</u> City Manager **Terry Belanger**.

Terry previously served as the <u>Brea</u> Chief
Administrative Officer, <u>Rolling Hills</u> City Manager and

City Manager in <u>Diamond Bar</u>.



http://www.nwfg.com/

Newcomb Williams Financial Group (NWFG) is a woman-owned investment banking firm providing underwriting and financial advisory services to public agencies, including school districts, and non-profit corporations. Contact Pam Newcomb, Janees Williams or Beth Fawcett for inquiries.



www.ICFAuthority.org

Call them at 877-906-0941. ICFA can provide homebuyers in member cities with down payment and/or closing cost assistance with ICFA's *Advantage* Down Payment Assistance Program. Founded in 1988, ICFA has grown to 74 member cities.

NORTON ROSE FULBRIGHT

http://www.nortonrosefulbright.com

In June 2013, **Fulbright & Jaworski** L.L.P. joined forces with Norton Rose as Norton Rose Fulbright. Super Lawyers 2014 lists11-firm lawyers as being among the top lawyers in Southern California; five others are listed as "rising stars."

A Few of California's Assistant to the City Manager

Paul S. Catsimanes is listed as the Assistant to the City Manager in <u>Mission Viejo</u>. He was appointed to that position in November, 1990, and worked in the post until February, 2006. In February, 2006 Paul was promoted to Public Services Administrative Manager. He continues to serve in that position. Paul studied as the University of Florida.

Brett T. Channing began his public management career as an Intern in Santa Barbara in 2007. He then took an Administrative Intern position in Arcadia later that year (2007), and in 2008 he was hired as a Monrovia Management Intern. In 2009 Brett joined the Yorba Linda staff as a Management Assistant, and he moved to a Management Analyst II post in <u>Brea</u> in 2010. Brett was selected to serve as the El Cajon Assistant to the City Manager in 2013. He is a past President of the Municipal Association Southern Management of California (MMASC), 2012-2013. Brett earned a BA in Political Science from the University of California, Santa Barbara and an MPA from the University of Southern California (USC). Brett served on the ICMA Annual Conference Planning Committee for the 100th Anniversary Conference in Charlotte, North Carolina.



Jennifer Quan and Kris Guerrero flanking retired
City Manager Fran Delach of
Kelly Associates Management Group.





Established in 2011
Former City Manager **Bill Kelly**, President
1440 North Harbor Boulevard, Suite 900
Fullerton, California 91835
http://ka-mg.com/



http://muniservices.com/

Founded in 1978, **MuniServices**, **LLC**, helps protect general fund revenues by using comprehensive revenue enhancement services including revenue discovery, audit, collections, and information services, including all municipal tax source. We salute **Fran Mancia** of **MuniServices** who serves on the Board of the California City Management **Foundation**.



Joe Esquivel, Howard Chambers, and Wayne Piercy of <u>Lakewood</u>. Joe & Wayne are former Council Members.



Aram Chaparyan is listed as the Assistant to the City Manager in Torrance. In 1999 Aram was the Campaign Manager for State Assembly candidate Craig Missakian. He was hired in December, 2002 to work as the Transit Operations Manager for the City of Torrance. In January, 2007 he was named Assistant to the City Manager and Chief Labor Negotiator. Aram earned a BA from the University of California, Irvine, an MPA from the University of Southern California (USC), and he attended the Senior Executives in State and Local Government Program at Harvard University's John F. Kennedy School of Government.

Charles R. Ching working as a Business Banking Officer from 2006 to 2007, and joined the City of Fairfield staff in 2007 as a Senior Project Manager. In 2014 he left Fairfield to become the Assistant to the City Manager in San Pablo in June. He is in charge of Economic Development Programs, assigned to the City Manager's Office. He grew up in the Philippines, and earned a BA in management of financial institutions, and a BA in economics from De La Salle University. He also earned an MBA from St. Mary's College of California in Moraga. Charles is listed as a new member of ICMA beginning in September, 2014.



http://www.tripepismith.com/

Ryder Smith and **Tripepi Smith & Associates** field a professional <u>team</u> that brings a strong background in pursuit of new and innovative approaches and skills in marketing, technology and public affairs.



Christian T. Clegg began his public management career as a Management Intern in Johnson County, Kansas. He then to Tacoma, Washington as a

Management Intern in 2006. He was promoted in Tacoma in 2007 to Management Assistant, and then again in 2008 to Management Analyst. Christian came to California in 2011 to become the Assistant to the City Manager in Stockton. Christian earned a BA in psychology from Brigham Young University, and an MPA from the University of Kansas.

Scott Collins is listed as the Assistant to the City Manager in Santa Cruz. Prior to joining the Santa Cruz staff in May, 2011 he served as the Assistant to the City Manager in Boulder, Colorado starting in March, 2010. Scott began his public service career in 2001 as a City Council Aide in Santa Cruz. Between August, 2004 and December, 2004 he served as a Constituent Intern for the U.S. Congress. In 2005 he went to worked with ICMA as a Research Assistant. Scott went to work for Jefferson County, Colorado as a Budget Analyst in June, 2006, and he became a Senior Budget Analyst for the City and County of Denver in January, 2008. This lead to his position in Boulder. Scott earned a BA from the University of California, Santa Cruz and an MPA from The George Washington University.

O'CONNOR COMPANY SECURITIES P U B L I C F I N A N C E

http://www.ocsec.com/

O'Connor & Company Securities, Inc. is a full service broker-dealer headquartered in <u>Newport Beach</u>. Former <u>Duarte</u> City Manager **J. Kenneth Caresio** is a Managing Director for the firm.



Chantal R. Cotton Gaines began her public service career in 2008 as a Social Services Program Intern in Washtenaw County, Michigan. In 2009 she also took on the assignment as a Management Assistant in Ypsilanti, Michigan. Chantal was appointed Assistant to the City Manager in College Park, Maryland in 2010, and served in that post until 2013. She came to California in 2013 to accept the Assistant to the City Administrator position in Oakland. Chantal earned a BA, MPP and MUP from the University of Michigan. She became an ICMA



member in 2009.

In 1995 **Kristen M. Crane** served as an Administrative Associate with the City of <u>Glendale</u>. In 1998 she took a Management Analyst position with <u>Claremont</u>, and in 1999 she took a similar post in

<u>Citrus Heights</u>. Kristen next moved to <u>Poway</u>, first as a Senior Management Analyst in 2004, and then as Assistant to the City Manager in 2005 to 2007. She was appointed to the position of Water Conservation Manager in <u>Poway</u> in 2007. After 7-year in that post, where she functioned as the Utilities Administrator, Kristen moved to <u>Del Mar</u> as the Assistant to the City Manager there in 2014. Kristen was the President of the Municipal Management Association of Northern California (MMANC) in 2003.



Ryder Smith of
Tripepi Smith &
Associates
with Indian Wells
City Manager
Wade McKinney



www.englanderpr.com

Harvey Englander is a graduate of UCLA, and is a member of the Board of the UCLA School of Public Policy.

Matt Knabe serves on the LAEDC Board of Governors, and as President of the Paramount Education Project, among other service assignments. Matt is a graduate of Pepperdine University. Marcus A. Allen earned a BA from UCLA and a Masters in Public Policy Studies from the University of Chicago. He is a former Deputy Chief of Staff in the Office of former Los Angeles Mayor Villaraigosa.



http://www.hdlcompanies.com/

Founded in 1983 by former City Managers Robert Hinderliter who championed legislation allowing independent verification of State Board of Equalization sales tax records. The firm expanded and improved with the help of the partnership of former City Manager Lloyd de Llamas.

Andy Nickerson is the current company President.





http://www.hrgreen.com/index.aspx

For engineering and planning services contact **HR Green**'s **George Wentz** or **Roy Stephenson**, Manager - Local Government Services at: 951.212.6927



http://www.urbanfuturesinc.com/

Marshall Linn founded Urban Futures, Inc. in 1972.

President Michael P. Busch joined Urban Futures in 2007.

James Lee recently joined the firm as a Principal with expertise in public utility financing.



A Few of California's Assistant to the City Manager



Amy B. Cunningham served in her first public service position from June, 1996 to February, 1999, when she served as a Family Support Officer for the County of

San Mateo, District Attorney's Office. She became the senior Administrative Analyst/ Administrative Analyst II in the City of <u>Dublin</u> in February, 2009. She served as the <u>Dublin</u> Budget Manager between 2010 and 2011, and in 2011 she added Assistant to the City Manager to her title. Starting in 2013 the Assistant to the City Manager is her only title and responsibility. Amy earned a BA in political science and an MPA from California State University, East Bay.



FINANCIAL & ECONOMIC CONSULTING

http://www.willdan.com/financial/

951.587.3500 | 800.755.6864 Fax 951.587.3510 | 888.326.6864



Trackdown Posse member Clay J. Curtin is the Assistant to the City Manager in Menlo Park. Clay began his public management

career as a Mercantile Manager for the City of Topeka, Kansas in 2000. Clay moved to California and was appointed Management Analyst II position in West Covina In 2009 he took a Management Analyst in Manhattan Beach, and in 2012 he was promoted to Senior Management Analyst. Clay moved north to take the Menlo Park Assistant to the City Manager position in 2013 with City Manager Alex McIntyre. He is a past President of the Municipal Management Association of Southern California (MMASC), 2011-2012. Clay earned a BA from Washburn University and an MPA from the University of Syracuse Maxwell School of Citizenship and Public Affairs.



http://www.stifel.com/

Stifel is ready to serve public agency financial needs. Stifel's Stephen Heaney, Managing Director, Public Finance is a former member of the CCMF Board, and serves on the Board of Advisors for the USC Sol Price School of Public Policy.



http://caltrust.org/

Contact Lyle Defenbaugh or Erin Carthen about CalTRUST investment opportunities for cities. Top investment return and liquid deposits.

Lyle.Defenbaugh@wellsfargo.com

Erin.M.Carthen@wellsfargo.com





TRUSTED SOLUTIONS. LASTING RESULTS.

http://www.parsinfo.org/

Mitch Barker, PARS, Executive Vice President <u>mbarker@pars.org</u>

City Manager **Kevin O'Rourke** serves as a Senior Consultant for **PARS**. Kevin is a Past President of the City Managers Department of the League of California Cities, and a past ICMA Regional VP. korourke@pars.org



A Few of California's Assistant to the City Manager

We hope that you have enjoyed reviewing this list of those who serve as Assistant to the City Manager. Please let your friends know that you have seen them in the City Manager Newsletter by Trackdown. Please forward this newsletter along to those you think might find the information of interest. Trackdown best wishes to one and all for a wonderful and memorable Holiday Season. Merry Christmas and Happy New Year. See you all next year!

California Contract Cities Association
Sacramento Legislative Orientation Tour
January 11 - 13, 2015
Sacramento Sheraton Grand

For Information Contact the California Contract
Cities Association staff at 562-622-5533.
Executive Director Sam Olivito
Deputy Executive Director Paul Philips
www.contractcities.org

"Friends are the most important part of your life.

Treasure the tears, treasure the laughter, but most importantly, treasure the memories." --Dave Brenner



Picking Up the Pieces: Encinitas City
Manager Gus Vina has announced
his resignation to accept a City
Manager position in Northern

California. He is awaiting his new city to issue an announcement soon. Gus worked in Northern California for 47-years. Gus joined the Encinitas city staff in 2011 to replace previous City Manager Phil Cotton. Gus had previously served as the Interim City Manager in Sacramento. Goleta is recruiting for a new Deputy City Manager. Applications will close January 4, 2015. Contact City Clerk Deborah Lopez for further information: 805-961-7505. Julia McGinnis has joined MuniServices as their newest



Client Service Manager where she will be dedicated to helping local government in the Southern California region maximize revenue. She brings more than 10-years of experience from

the public sector and was most recently responsible for Orange County's Waste & Recycling renewable energy program and public information office. Julia earned a BA and MPA from the University of Southern California (USC). Indian Wells Assistant to the City Manager is David Gassaway. He is primarily responsible for human resources, and administration of the public safety service contracts. Prior to joining City Manager Wade McKinney and the Indian Wells staff, David served as the Assistant to the City Manager in Rancho Cordova. San Bernardino Mayor Carey Davis called for the resignation of City Manager Allen Parker. The Mayor seems to be blaming the City's bankruptcy and slow resolution process on the city manager. Allen has refused to quit. After a performance review, Allen is keeping his job. Former City Manager Wayne Wedin was the Assistant City Manager in Santa Fe Springs working with City Manager Bob Williams prior to his appointment to the Brea City Manager post in 1968. He served there until 1983. Gustine City Manager Greg Greeson will retire December 31 after about 5years in Gustine. Assistant City Manager Sean Scully will succeed Greg. Huntington Park has hired retired City Manager Don Powell as Interim City Manager, according to The Wave writer Arnold Adler.



City Managers Department Meeting
January 28 - 30, 2015
San Francisco

Registration Closes January 5, 2015

http://www.cacities.org/Education-Events/City-Managers-Department-Meeting

O'CONNOR COMPANY SECURITIES P U B L I C F I N A N C E

O'Connor & Company Securities, Inc. is a full service broker-dealer offices in Costa Mesa, and Woodland Hills, California. The principals of OCS were partners in the original O'Connor & Company, which was founded in 1984, as a fully licensed investment-banking firm. OCS specializes in the origination and sale of taxable and tax-exempt securities for public and non-profit agencies.

PUBLIC FINANCE

O'Connor & Company is capable of providing various types of investment banking and underwriting services for public agencies. OCS has extensive experience that allows the firm to effectively structure, market and price any type of municipal bond issue. They leverage the institutional, retail and wholesale markets to achieve the lowest possible interest rates in any market condition. Issuers receive responsive, high quality and professional service from investment bankers and underwriters before and after every sale. O'Connor & Company Securities offers a comprehensive line of investment banking and advisory services,

O'Connor & Company Securities, Inc.

Two Office Locations:

243 East 17th Street, Suite 114 **Costa Mesa**, California 92627

Telephone No. 949-764-9320 (Sales) Telephone No. 949-706-0222 (Public Finance)

20501 Ventura Boulevard, Suite 198 **Woodland Hills**, California 91364

Telephone No. 818-914-4100 (Sales)
Telephone No. 818-914-4655 (Public Finance)

William A. O'Connor, President, CEO Anthony Wetherbee, Principal William J. O'Connor, Principal J. Kenneth Caresio, Managing Director

J. Kenneth Caresio, Managing Director **Brent E. Stutman**, Senior Vice President

http://www.ocsec.com/ woconnor@ocsec.com

KEY PERSONNEL



WILLIAM A. O'CONNOR (President) began his career in 1996, with the original O'Connor & Company Securities. Mr. O'Connor began underwriting municipal bond issues in

1997 and has been involved in pricing, marketing and closing over \$113 billion in municipal bond issues. Mr. O'Connor is considered an expert in the marketing and underwriting of land-secured financings.

ANTHONY M. WETHERBEE (Principal) came to the predecessor of O'Connor & Company Securities in 1986. Prior to Joining O'Connor he served as a Deputy County Counsel for the County of Riverside.

WILLIAM J. O'CONNOR (Principal) began his municipal bond career in 1960 with the Wall Street Company of R.W. Ellwood. From 1961-65, He worked for J.J. Kenny, the largest municipal bond broker on Wall Street. From 1966-83, he was employed in Los Angeles by Shearson/American Express. He founded, and has been President and CEO of, an independent investment banking company specializing in Municipal Finance since May 1983.

J. KENNETH CARESIO (Managing Director) has years



of in-depth financing experience and a public agency point of view. Mr. Caresio is a former City Manager of the City of <u>Duarte</u>, California, and the Executive

Director of its Redevelopment Agency. He is considered to be an expert in public finance as it relates to the perspective of municipal agencies. He joined O'Connor & Company Securities in January 1987. Mr. Caresio later became one of the owners and a Managing Director of the company.

BRENT STUTMAN (Senior Vice President) began his career in 1998, working for Prudential Securities, and in 2004he moved to Wells Fargo Institutional Brokerage where he helped establish the California Municipal Trading and Underwriting Department.

The staff also includes: **Daniel Kiernan**, **Jon White**, and **Jim Chilton**.



More Pieces Picked Up: West Covina City Manager Chris Chung has retired early, and has entered into a separation

agreement that will pay him 18-months of compensation. Chris was appointed City Manager in December, 2012. The city is looking for an Interim City Manager. <u>Twentynine Palms</u> Parks and Recreation Supervisor Larry Bowden has been appointed Acting City Manager. Larry recently retired from the Twentynine Palms High School boys varsity basketball team Head Coach position. He previously served on the Twentynine Palms City Council, including a term as Mayor. Imperial City Manager Marlene Best is a former Chair of the Imperial Valley Economic Development Corporation (IVEDC). The IVEDC is a partnership of the private sector and local government with a vision to expanding and diversifying economic development to benefit the growth of regional economy. Marlene was the Assistant City Manager between 1998 and 2005, when she took the Calexico City Manager post. She was appointed City Manager in the City of Imperial in 2006. Former City Manager Janice McClintock continues to serve as a member of the Women Leading Government Board of Directors; working to promote professionalism, ethics and leadership. Jan served as City Manager in San Juan Bautista (2006-2008) and Colusa (2008-2012). She served as the General Manager for the Mountain House Community Services District in <u>Tracy</u> from April, 2013 to June, 2014. Jan earned a BS in biology/education from Millikin University and an MPA from Golden Gate University. San Leandro Assistant to the City Manager Eric C. Engelbart worked as an Urban Planner in Santa Barbara County (2001-2005) and Marin County (2005-2007) prior to becoming a Management & Budget Analyst in Marin County. Eric joined the San Leandro city staff in July, 2013. He earned a BA from Washington and Lee University, and an MPA from the University



of San Francisco. **Kenneth McDonald** has served as the City Manager in <u>Firebaugh</u> since July, 2013. Previous to that he was the Finance Director in <u>Crescent City</u>. Ken earned a BS in accounting from Arizona

State University, and an MBA from the University of Nevada, Las Vegas. Westmorland was incorporated in 1934 and has a current population of about 2,444 residents. Westmorland is located 122 miles east of San Diego and 87 miles southeast of Palm Springs. Sally Traylor is the City Clerk and Finance Officer in Westmorland. Mary Figone is a Senior Management Analyst in the City of Palo Alto. She joined the Palo Alto staff in July, 2001 as a Senior Financial Analyst in



Former Roseville
Deputy City
Manager
Julia Burrows with
entertainer
Donny Osmond in
Washington D.C.

the Budget Division, and in 2008 she became an Administrator in the Palo Alto Planning & Community Environment Department. She was appointed to her current position in November, 2011. Mary earned a BS and MPA from San Jose State University. Retired Lakeport City Manager Randy L. Johnsen is listed on the "Banjo Hangout" web page as a "novice." His primary instruments are guitar, bass and he is working on learning the dobro. He originally played with the Mill Creek Risin' band and then with Public Nuisance in Lake County. He currently lists the band Sons and Daughters of the West. Randy served as City Manager in Cotati, Ione, Orland and Lakeport. He also served as Interim City Administrator in Gridley, Randy is a Life Member of ICMA and in 2006 was the recipient of a 35-year ICMA Service Award. Sage Sangiacomo was appointed Assistant City Manager in Ukiah in July, 2010. He joined the Ukiah staff in 1998 as a Community Services Supervisor, and became the Community Services Director in 2006. Sage earned a BS from the University of California, Davis. Sage works with **Ukiah** City Manager Jane Chambers, who was appointed in 2008. In February, 1973 Thomas A. Peterson was appointed City Manager in the City of Woodland. Tom had previously served as the Assistant City Manager in Lodi. He earned a

BA from the University of California, Berkeley. **Andy Nickerson** is the President of **HdL**. **HdL** supports local governments by finding and delivering their revenues, accurate fiscal



management data for improved decision making, expert revenue and economic analysis, and innovative software solutions. **HdL** focuses on sales, use and transactions taxes, property taxes, business license fees, transient occupancy tax (TOT) and economic development. Andy earned a BA from California State Polytechnic University, Pomona.

Trackdown Best Wishes to one and all for a Wonderful 2014-1015 Holiday Season!



Still More Pieces Picked Up. Retired American Canyon City Manager Richard Ramirez, who founded Interim Public Management Services (IPMS) in June, 2011, served as the Interim City Manager

in Auburn from January, to May, 2014. Rich may be contacted at telephone no. (916) 769-7598. He started his public management career in South El Monte in 1975. He served as City Manager in Lincoln, Paso Robles, Hemet and American Canyon, as well as holding an Assistant Manager post in Sacramento. Rich earned a BA from Humboldt State University, where he played on the Men's Soccer Team, and he earned an MPA from the University of Southern California (USC). Moab, Utah City Manager Donna J. Metzler is stepping down in February, 2015 to take a teaching position with Grand County High School. She joined the Moab city staff in 1994 after serving about 3-years as an Administrative Associate in Glendale, California starting in 1991. Donna received a 20-year ICMA Service Award in 2011. She is Past President of the Utah City Management Association (1998-1999). Elaine I. Aguilar was appointed City Manager in Sierra Madre in August, 2007. Elaine previously worked in Glendale, La Puente and Paramount. Elaine earned a BS from California State University, Los Angeles. Former City Manager David Caretto has been serving as a member of the City Council in the City of Big Bear Lake. Dave is in his second term office, and was just elected Congratulations! He served as City Manager in Signal Hill and Irwindale. Here are some pictures taken in the recent past and during the last year. They are meant to remind folks of the good times and provide a base point for future blessings!

