

# Brian Todd

## Non-Profit Executive, Community Affairs Manager

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Experienced non-profit executive, community relations; fundraising; strategic planning; public spokesman; have been a frequent guest on talk radio and television; coalition builder among like-minded organizations around goals and issues of importance.

### WORK EXPERIENCE

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#### President and CEO

May 2018 – April 2022

Building Industry Association of Tulare and Kings Counties, Inc.

Managed government relations; legislative and regulatory advocacy; conducted regular coalition building; provide strategy, managed and raised contributions for non-partisan campaigns for public office.

- Reinstated BIATKC Annual Meeting - keynote speakers included Victor Davis Hanson and KMJ's top-rated radio host Ray Appleton
- 100 percent success rate in prevailing against excessive/illegal fees and regulations in nine Tulare/Kings County cities
- Recruited four new Builder members (assessments of \$35k each per year)
- Successfully orchestrated industry campaigns to bring political pressure necessary to replace anti- housing government staffers with motivated, customer-friendly professionals
- Re-staffed, hired office manager with the needed skills that enabled me to focus on my big picture responsibilities
- Supervised total re-building of BIATKC Web Site, including retaining of new IT support contractor
- Interviewed candidates for elective office, and recommended action for PAC Trustees

#### Principal

June 2006 – April 2018

Todd Public Solutions Group, Greater Bakersfield, CA

Government and community relations; designed and wrote direct mail pieces; managed legislative and regulatory advocacy at the state and national levels; perform coalition building; provide strategy, management and fundraising for non-partisan political campaigns. Clients included:

- Terry Maxwell for Bakersfield City Council, (elected), 9/12-11/17
- Workman Brothers/Ennis Development Corp./Interstate Land Co., Delano, CA 5/06-1/07
- VDC, LLC (land development project), McFarland, CA, 8/12-5/15
- Re-election of Mayor Ruben Hill (independent expenditure funded by builders) Delano, CA 9-11/08
- Reflective Floor Systems, Inc., VP of Strategic Marketing, 4/11-1/12
- Harold Hanson for Bakersfield City Council, (incumbent), 2007-2011
- WPR Builder Services, Bakersfield, CA (government and community relations), 6-11/09

#### Non-profit Executive

April 1999 – May 2006

Todd Public Solutions Group, Greater Bakersfield, CA

Represented a local trade association in government, PAC, community, and media. Notable achievements:

- Fastest-growing California chapter five consecutive years during my tenure, 2002-2006
- Chaired California Executive Officers Council, California Building Industry Assn., 2004
- Received Executive Officer award for excellence from the National Association of Home Builders, 2004
- Saved members approximately \$40 Million through negotiations and legal action resulting in fair and legal impact fees
- Successfully advocated for the city council to repeal the City of Delano's Urban Growth Boundary, the first UGB to be formally abandoned in U.S. history

- Collaborated for 2 years with our state senator and his senior capitol staff to obtain \$50 Million from the state legislature in down payment assistance for low-to-moderate new home buyers
- Amended Federal law to allow use of FHA-insured mortgages for homes built east of Arvin, California, which had been incorrectly classified as a high flood-risk area
- Defeated a proposed county "Rural Valley Lands Plan," a proposed moratorium on building in areas where 90 percent of new home construction was occurring
- Successfully lobbied Board of Supervisors to shift all Planning Commission costs from project applicants to the county's General Fund
- Negotiated the first-ever \$1.25 Million reduction in City of Bakersfield building permit fees
- Association membership tripled, and cash reserve goals were exceeded
- Kept organization within 1% tolerance of Board-approved budget all 7 years
- Increased non-dues revenue to 15% of income

## Director of Government and Public Affairs

Jan 1995 – April 1999

Bakersfield Association of Realtors, Bakersfield, CA

Government and community relations; designed and wrote direct mail pieces; managed legislative and regulatory advocacy at the state and national levels; perform coalition building; provide strategy, management and fundraising for non-partisan political campaigns. Clients included:

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## Professional and Community Service

1994 – Present

- Member, Visalia Unified School District Measure A Bond Oversight Committee
- Chairman (two consecutive terms), Kern High School District construction Bond; Oversight Committee, 2005-09
- Member, Legislative Committees for Visalia and Tulare Chambers of Commerce
- Member, Government Review Council, Bakersfield Chamber of Commerce, 2000-08
- Bakersfield City School District construction bond oversight committee, 2007-11
- Community Advisory Council, Southern California Gas Company, 2002-05
- Volunteer Oral Interview Panelist, Bakersfield Building/Public Works Depts., 2002-06
- Director, Kern County Taxpayers Association, 1995-2011
- Director, National Forest Products Advisory Council 2000-04
- Founding Director, Kern Citizens for Quality Transportation
- Director, Kern Transportation Foundation, 1998-2004
- Sponsor, Habitat for Humanity, 1995-2001
- Director, Community Housing Resources Board, 1995-2000

## EDUCATION

### California State University Bakersfield, Bakersfield, CA

Major: Communications

Minor: Political Science

## RECOGNITIONS

### National Association of Home Builders Rachel Manley Small Office Award

Watch:  Brian Todd -- National Association of Home Builders Rachel Manley Small Office Award