

# ANTHONY M. FIGLIOLA

1 Ada Lane · East Setauket, NY 11733 · 631.375.3620 · anthonyfigliola@gmail.com

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Mr. Robert Burg  
Ralph Andersen & Associates  
5800 Stanford Ranch Rd., Suite 410  
Rocklin, CA 95765

Dear Mr. Burg,

The City of Miami Beach has a storied past, with a rich history of arts, culture, entertainment and tourism. It has gone from a small-town resort to a great city and I applaud the indefatigable work of your citizen legislators and city employees.

The role of City Manager requires a unique blend of skills and experience that marries an in depth understanding of public administration and customer service with the ability to work with various constituencies in pursuit of increasing the city's financial stature and quality of life. To operate an effective government organization, one must be a strategist, steward, agent for change and a collaborative impetus that achieves results by partnering, understanding, goal setting and providing the tools to measure success. One must also recognize that people are the organization's key resource. Staff commitment and enthusiasm do not happen on their own. They must be fostered, for they are the sine qua nons that drive mission success. I am well-versed in this as well as a collaborative, consensus building management style that focuses on measurable results and creative solutions in an ever changing political and business landscape.

I have spent the last 20 years working within both the public and private sector to drive policy outcomes by developing tailored strategies that educate and empower decision makers, shareholders and constituents to work together towards a common goal. As a former Deputy Supervisor and a senior manager of one of the nation's largest suburban municipalities with over 500,000 residents (equivalent to a large city), I managed close to a \$200M operating budget with a municipal workforce of 2,000 employees, and a corresponding Aa3 Moody's GO bond rating (highest in town history). During my tenure, I created the award winning economic and workforce development policy titled *Brookhaven CARES* (Creation, Attraction, Retention, Expansion, and Startup) that led to ~ \$1B of inward investments and 5,000 created and retained jobs.

My work within the private sector continues to closely align with my work as a public official. I have led and managed multiple public outreach programs for governmental entities, private clients, and special interest groups.

Some notable areas of experience include:

- *Economic Development*: strong track record in facility expansion and negotiation with government agencies, resulting in ~ \$3 billion in private investments, fostering 2.5 million square feet of new facility space that generated over 10,000 new jobs.
- *Waste Water*: presently work with a large municipal waste water treatment facility to expand their operations, securing \$22 million in state grants to construct energy efficient and environmentally sustainable projects. I have a solid understanding of sewer infrastructure and water quality.
- *Drinking Water*: led a bi-partisan coalition of lawmakers and community groups to unanimously pass a groundbreaking state law that closed a loophole, helping the public sue polluters of drinking wells.
- *Intergovernmental*: strong experience in municipal land use (focus on community involvement), local codes, regulations and advisory boards. This experience stems from my project portfolio in

facility expansion, and infrastructure improvements with government agencies such as the DOT, Economic Development, and DOH to name a few.

- *Disaster Recovery:* in the aftermath of Hurricane Sandy, I was involved in disaster recovery, assisting businesses and local governments in obtaining FEMA and SBA grants for recovery and resiliency projects.
- *Transportation:* over a decade of experience with public transit, including municipally owned and state-run transit authorities (e.g., MTA, LIRR, & Bus Association of NY). Created a coalition for the electrification of a major commuter rail line, where I secured \$4 million for a feasibility study currently underway.
- *Affordable Housing:* currently representing the U.S. Federal Home Loan Bank on critical legislation that will add millions of additional funds for affordable housing.
- *Tourism:* represented the Dublin based tech company, Hostelworld in interacting with U.S. public officials and community groups as they expand the hostel brand into U.S. markets, including locations in Miami.
- *Cultural Diversity:* deep awareness and sensitivity to culturally diverse groups. I have worked extensively with women and minority owned businesses in accessing government contracts. Further, I have worked in economically disadvantaged communities to develop job opportunities and training for residents.
- *Schools/Families:* I have worked with many school boards including the largest suburban school district in the State of New York – predominantly African American and Hispanic. I've also volunteered my professional assistance to organizations that shelter homeless children.
- *Parks:* founding member of the local community taskforce seeking to build local parks and protect our cherished waterfront areas.

I effectively operate in all political and social landscapes to build relationships with decision makers at every level. I am well versed in gaining support and trust from C-suite leaders as well as those on the community level. My media experience in cable news, radio and policy debates has given me the gravitas, confidence and demeanor to effectively communicate, persuade diverse audiences and build consensus. Such as, I spearheaded a grassroots campaign for the New York Power Authority (nation's largest publicly owned utility) to gain support from the City Council and local community boards paving the way for a major transmission line for the city. Additionally, I worked as a lead consultant for PSEG for 2 ½ years before and after their taking over a 1.2 million ratepayer territory. I helped to create their external relations program that included hosting multiple town hall events and introductions to over 140 elected officials as well as business & community leaders.

The combination of my public and private experience allows me to bridge the important gap between politics and public administration. I am **passionate** about public service and influencing positive change in local government. It is local government that offers the structures and processes to allow citizen participation and the most direct access to democracy. I am a leader and skilled negotiator that can diplomatically navigate through the bureaucracy and find the touchpoints that connect constituents with their government. I firmly believe in ethical leadership and making value-based decisions, and in me you will find a person committed to the elected leaders, staff and most importantly a faithful steward to the citizens of Miami Beach.

Thank you for your consideration towards my candidacy. It would be an honor to serve in this capacity.

Kindest regards,



ANTHONY M. FIGLIOLA

## REFERENCES

1. Hon. Jeffrey Lynford, Vice Chairman – NY/NJ Port Authority; Chairman, Educational Housing Services, Inc.
  - a. 212-994-8808; [jlynford@wellsford.com](mailto:jlynford@wellsford.com)
2. Hon. Betty Wu Adams, (former) Deputy Assistant Secretary, HHS, and Chairwoman, President George W. Bush Advisory Commission for Asia and Pacific Islands; (former) Commissioner, NYC Department of Employment under Mike Bloomberg.
  - a. 512-669-0680; [bettywuadams@starpeaks.com](mailto:bettywuadams@starpeaks.com)
3. Hon. Charles Leftkowitz, Commercial real estate developer, South Florida resident; and (former) Councilman, Town of Brookhaven.
  - a. 631-291-8053; [calefkowitz@aol.com](mailto:calefkowitz@aol.com)
4. John J. Cooney, Esq., colleague
  - a. 631-949-2626
5. Mitch Pally, Esq., CEO, Long Island Builders Institute (prominent NY trade group); (former) Vice Chairman, Metropolitan Transportation Authority.
  - a. 631-626-1218; [mitch@libi.org](mailto:mitch@libi.org)
6. Donna Raine, Principal of Prophet Equity
  - a. 312-545-3889; [donnamraine@gmail.com](mailto:donnamraine@gmail.com)

# Anthony M. Figliola

(631) 375-3620

[anthonyfigliola@gmail.com](mailto:anthonyfigliola@gmail.com)

## EXECUTIVE SUMMARY

### 20 YEARS OF QUANTIFIABLE RESULTS

**Economic Development ▪ Public Administration ▪ Strategic Planning ▪ Communications**

### CORE COMPETENCIES

- Public Budgeting & Finance
- Strategic Leadership & Planning
- Advocacy & Grassroots Outreach
- Public Speaking & Testimony
- Economic Development & Land Use
- Social Media Marketing
- Personal & Professional Integrity
- Policy Development and Legislative Analysis

### PROFESSIONAL EXPERIENCE

#### **Empire Government Strategies, New York, NY**

**2008 – Present**

##### *Executive Vice President*

EGS specializes in public affairs, economic development and lobbying. Responsibilities include business operations, communications and client management. Assists clients to focus their strategies, grow their business and drive system-level change.

##### **Selected accomplishments:**

- Successfully secured over **\$820 million** in capital funding for my clients.
- Successfully obtained over \$20 million in capital grants for an energy efficient municipal wastewater treatment facility.
- Senior member of the consulting team that negotiated a \$103M incentive package for Canon USA.
- Successfully advocated for the passage of a law that authorized greater access to affordable housing for NYC college students.
- Represent the Federal Home Loan Bank to advance a proposal allowing insurance companies to invest in affordable housing.
- Managed a grassroots coalition to secure \$4M in transportation funds to support electrifying a major MTA commuter rail line.
- Co-developed PSEG's external relations program as it took over a 1.2M ratepayer territory on Long Island.
- Represented for over 10 years the Bus Association of New York (issues: congestion pricing, idle laws, taxes, etc.)
- Developed a 5-year PR & communication strategy to support hostel development in New York, a \$320 billion global industry.
- Interfaced with the media and acted as a company spokesperson for Ireland based Hostelworld and built relationships with key members of the press. (e.g., efforts led to major articles in NY Times Crain's, Post and Daily News).
- Provide effective economic development strategies, advice and support to Chief Executives and Board of Directors for the nation's largest meat distribution co-op. Secured over \$20M in capital funds for critical infrastructure projects.
- Secured state commitments ~ \$11M for a solar client & developed and executed strategies to expand new lines of business.
- Served in a high-profile role, fully responsible for developing and managing a statewide communications/advocacy strategy for the American Petroleum Institute (e.g., hiring/managing staff, public forums, op-eds and coalition building).
- Directed a 4-year strategic advocacy campaign for a beverage company, successfully defeated harmful legislation to the industry.
- Negotiated passage of groundbreaking electronic waste laws on behalf of electronic manufacturers.
- Defended the Financial Services industry against harmful legislation aimed to diminish small business lending.
- Successfully advocated in New York City to approve a 660MW project on behalf of New York Power Authority.

#### **Town of Brookhaven, Farmingville, NY**

**2006 – 2008**

##### *Deputy Supervisor; Deputy Director Economic Development and Brookhaven Industrial Development Agency*

High performing public official for one of the nation's largest suburban municipalities, implementing revitalizing strategies to locate growing companies and increase visibility and attractiveness. Had stewardship of 2,000 employees and \$165M operating budget. Responsible for facilitating, promoting and ensuring the attraction & retention of businesses in the region.

##### **Selected accomplishments:**

- Created award winning strategies to expand public & private business investment, generating \$1B of inward investments.
- Authored the Town's economic development strategic plan, including the Town's first Workforce Development initiative.
- Created and led an inter-departmental taskforce that relieved the backlog of projects, creating a *fast-track* program that reduced commercial permit approval time by 55%.
- Collaborated with management team to create a one-call Constituent Response System for residents (e.g., 311).
- Designed and implemented a CRM program, New York State's first economic development project tracking database.
- Directly responsible for the town's Business Retention & Expansion ("BRE") program, including prospect acquisition.
- Regionally recognized as a leader in innovation for business attraction and retention, receiving the IDA of the Year Award for generation of over \$1.5M in revenue.
- Secured \$600M+ in government grants for private business and local governments generating over 5,000 new jobs.

- Provided advice to local entrepreneurs and business startups.

**Campaign Management**

2001-2006

*Advisor: Communications, Development & Policy*

Expertise managing campaigns, generating revenue and increasing support bases for political organizations. Created and directed more than 25 federal, state, and local political fundraising operations. Generated millions of dollars through effective major gift solicitations, creative sponsorship opportunities, and donor cultivation events.

**Selected accomplishments:**

- Choreographed and led major public events from concept to completion, including staff, partners, vendors and media.
- Recruited and trained federal and local candidates for public office on campaign strategy, fundraising and policy development.
- Designed voter target lists for direct mail messaging and door to door canvassing.
- Created and managed field operations & staff, including grassroots outreach and GOTV.
- Attracted and procured PAC and Corporate sponsorship and in-kind donations for fund raising events.
- Planned and implemented individual, direct mail, phone and personal solicitation programs.

**ADDITIONAL WORK HISTORY**

Deputy Communications Director, Presiding Officer, Suffolk County Legislature

2003 – 2004

**SELECTED PUBLISHED WORK**

- **Co-Author: Congestion Pricing in NYC – Deal or No Deal? (2019)**
  - A comprehensive analysis of congestion pricing that was widely used by New York lawmakers as they debated authorizing the nation’s first congestion pricing program in New York City.
- **Co-Author: Patronage, Waste and Favoritism – A Dark History of Constitutional Conventions (2016)**
  - Statewide spokesperson that defeated a ballot initiative (e.g., public debates, media interviews and op-eds).
  - Designed, edited and managed book launch, including creating the UI/UX design for the book’s website.
- **Co-Author: Tax Amnesty – Past Successes, Failures and New Opportunities (2012)**
  - Identified over \$2 billion in outstanding tax debts owed to New York State.
  - Report outlined a comprehensive program for the state to implement to recoup unpaid taxes.

**BOARDS AND ASSOCIATIONS**

- New York League of Conservation Voters, Board Member (Long Island Chapter)
- Three Village Chamber of Commerce, Co-Chair, Government Committee
- Setauket Pond Park Taskforce, Founding Member

**EDUCATION AND TRAINING**

- **M.A., Public Policy Administration**, Stony Brook University, Stony Brook, NY, 2006
- **B.A., Political Science**, Stony Brook University, Stony Brook, NY, 2003
- **Economic Development Institute**, University of Oklahoma, 2020

# Summary of Selected Client Transactions – Anthony M. Figliola

**Inward Investments: \$1.6 Billion**

**FTEs (Created/Retained): 5,907 + over 2,500 construction jobs**

**Incentives Captured: \$145 Million**

## Canon U.S.A. (2013)

**\$103 Million Incentive Package for New HQ**

**\$700 million investment; 2,500 FTEs created and retained; 2,000 construction jobs**

Canon, one of the world's largest manufacturers of camera and photographic image devices was in search of a new headquarters for the Americas. They sought several locations and chose Long Island, New York to build a 700,000 square foot headquarters and R&D facility. I was a lead consultant on the project to negotiate a \$103M incentive package.

## Hunts Point Cooperative Market (2013 – Present)

**\$20 Million in State and City Grants (\$27 million in capital projects) supporting the retention of 2,400 FTEs**

HPCM is the nation's largest meat co-op and a key strategic industry for the metro New York economy. They supply 50% of NYC's meat demands, selling an estimated 2.5 billion lbs. annually, resulting in \$3.2 billion in annual sales and \$8 million in tax revenue. I have continually identified and negotiated for capital dollars to fund critical infrastructure projects.

## Great Neck Water Pollution Control District (2011 – Present)

**Secured ~ \$20 Million in Capital Grants resulting in no tax increases for residents**

One of the oldest government operated sewer treatment facilities in the metro-New York area underwent a historic \$60 million upgrade. Collaborating with the client, its Board and the community, I authored grants, made presentations and held high level negotiations with senior state officials to secure said funds. My successes included securing a single award of over \$12.29 million for a groundbreaking *waste-to-energy project* – a first of its kind in the State of New York.

## Level Solar (2016)

**\$11 Million in State and City of New York Commitments**

**\$800 Million (capital investments) and 520 FTEs created and retained**

Level Solar was the fastest growing residential solar installer and operator in the Northeastern United States. They were undergoing a large scale expansion in New York, Massachusetts, Rhode Island and Maryland, which required a new headquarters and seven regional hubs to service their territories. I developed the company's messaging and led negotiations with high-ranking state and city officials to secure over \$11 million in commitments for their proposed project.

## Framerica (2014)

**\$2 Million Secured to Retain 235 Manufacturing Jobs/ Creation of 50 FTEs**

Framerica, one of the nation's largest manufacturers of picture frames has been based in New York since the 1960's. However, as the cost of doing business in New York increased other states began to entice them to relocate. More than 21 separate government agencies from three states solicited the client. My efforts led to negotiating a generous incentive package with the state that retained them, saved jobs and allowed them to expand and hire more employees.

## Jetro Cash & Carry / Restaurant Depot (2011)

**\$2 Million for New Facility and 202 Net New FTEs**

Jetro Cash & Carry and Restaurant Depot, the nation's leading wholesale cash and carry grocery retailer with over 85 stores nationwide, was considering a new location in Bronx, NY. The client was considering a \$50 million, 200,000 square foot facility to service the metro-New York area. I assisted in site location and incentive negotiation, creating 200 new jobs.

## Long Island Railroad/Metropolitan Transportation Authority (2018 - Present)

**\$4 Million for Electrification Study – I currently Lead a Coalition of Community/Chambers Groups**

The LIRR is one of busiest commuter rail systems in the U.S. Most branch lines have upgraded to electric rails with the exception of the busiest branch, which transports over 18 million passengers per year. As a volunteer I lead a coalition of community groups, chambers and local elected officials to galvanize support to fund this major infrastructure project that will foster new development to communities in its catchment area. The net result will increase property values, attract new businesses and local development projects. I worked with the MTA and state officials to secure \$4M in funding.