

## PATRICK G. SALERNO

### SUMMARY OF BACKGROUND

Experience in various positions with increasing management, planning, financial problem solving and decision-making responsibilities: City Manager, City of Sunrise, Florida, from 1990-present. County Manager, Cobb County, Marietta, Georgia, from 1987-1989. County Manager, Chatham County, Savannah, Georgia, from 1985-1987. Assistant County Manager, Volusia County, Daytona Beach, Florida, from 1980-1985. Progressively responsible management positions with the City of Oklahoma City, Oklahoma, from 1975-1980. Master's Degree from the University of Oklahoma (MPA) in 1976.

### EXPERIENCE 12/90 - Present

CITY MANAGER, City of Sunrise, Florida, (pop. 90,000) Serve under a five-member city commission elected at large for overlapping four-year terms. The City Manager is the chief administrative officer and accountable to the Mayor and Commissioners for the proper administration of the City's affairs. The City of Sunrise is a growing full-service city with approximately 1,300 employees and an annual budget of approximately \$380 million. Served as Acting City Manager for several months prior to permanent appointment. Listed below are a few of the major programs/projects that I have implemented or overseen:

- Through prudent fiscal policy and management, the City has reduced the property tax rate for the last 12 consecutive years.
- Developed and proposed a comprehensive plan that demonstrated the financial feasibility of building a "world class" arena in Broward County and then successfully competed against several other cities that were intensely vying to be the site for the BankAtlantic Center. This \$225-million multi-purpose venue was funded by the county and hosts 100+ events per year. The Center has 20,000+ seats, 74 private suites and three private clubs. Since opening in 1998, the Center has been the home of the National Hockey League's Florida Panthers and has hosted such performers as Celine Dion, Madonna, the Rolling Stones, Luciano Pavarotti and Paul McCartney. Adjacent to the arena, a 13-story, 250 room hotel is being planned and a 330,000 square foot entertainment/restaurant complex, known as *The Oasis*, has opened. The Center is projected to have an economic impact of \$4.4 billion over 25 years.
- Conceived the idea for creation of an urban center on 27 acres near the BankAtlantic Center. Convinced the landowner to abandon plans for a traditional strip center and to pursue an upscale mixed-use project. The approximately \$200-million project, known as "Metropica," is to include four high-quality office buildings of six and seven stories (totaling 500,000 sq. ft.) with upscale retail, five to seven restaurants and more than 360 luxury condominiums in two buildings of eight stories or more. Parking for the office buildings would primarily consist of structured parking (2,125 spaces) and on-street parking. The development also would include a central park and tree-lined promenade connecting smaller thematic plazas. Negotiated an agreement that committed the landowner to the project, which would generate an estimated total annual economic output of approximately \$365 million, in exchange for certain incentives.

- Developed an unprecedented course of action called the Community Enrichment Program (CEP) after nearly a year of research. This plan called for the revitalization of City facilities and services over five+ years. Improvements included the construction of a civic center, senior center, library, tennis center, four fire/rescue stations, two community centers, a new park and expansion of two parks, 23 miles of median improvements, as well as the renovation of a community center, two parks, and replacement of water lines and resurfacing of all public streets in the older portion of the City. These improvements, totaling \$75+ million have been completed. These enhancements have enriched the quality of life for every resident and were accomplished without an increase in taxes or fees. Based upon the success of the CEP, the City initiated a new, \$40+ million, three-year program called the Neighborhood Renaissance Program (NRP) which consists of 30 projects focusing on neighborhood recreation, streetscape improvements and redevelopment. In addition, the City has made other substantial capital investments, ranging from infrastructure improvements, to open space acquisition. When combined with the CEP and NRP, these improvements represent approximately \$325 million in investments completed or funded over the past 10+ years.
- In the course of the last 10 years, Sunrise has emerged as the destination of choice for corporate business in Broward County (the County with the second largest population in Florida). Over the past 5+ years, Sunrise set the pace among Broward County cities, including Fort Lauderdale, in terms of job growth.
- Working in partnership with a major national developer, directed the City's efforts to bring about a mixed-use project that integrates a 250,000 sq. ft. office building and a 10-story, 250 room Crowne Plaza Hotel with a 1,250 space parking structure. The complex was recognized by the *South Florida Business Journal* as the "Best Real Estate Deal of the Year" in the new development - suburban office category for 2000.
- Developed a comprehensive incentive package that successfully attracted NORTEL, a leading global manufacturer of telecommunications equipment to build a regional world headquarters in Sunrise. This highly sought after project brought 750 jobs to a 185,000 sq. ft. corporate office complex, from which they serve 47 countries in the Caribbean and Latin America. Other regional headquarters are located in London, Hong Kong, and Toronto. This project was selected as South Florida's "Best Real Estate Deal of the Year" in the new development - office building category by the *South Florida Business Journal* for 1994.

RECENT AWARDS/  
RECOGNITION

Named to a list of "The 50 Most Powerful People in Broward County" (pop. 1,650,000) published by *Gold Coast Magazine* (May/June 2002 edition). This survey considered an individual's "ability to influence political, social, charitable, educational and business decisions as they shape Broward County." I was honored to be the only city manager out of 26 in the County named to the list. This recognition is a reflection of the commitment by the Mayor and Commissioners to the ongoing success of the City.

Recipient of the Sunrise Chamber of Commerce's, first-ever, "Man of the Decade" award for achievements in improving the City's quality of life, in October 2000.

Recipient of an award in appreciation for my contributions and dedication to the City from a civic organization called, "ACTION" (Active Citizens Taking Issues on Now), in May 1998.

Recognized by the City Commission for making the BankAtlantic Center a reality by naming a major roadway that connects an expressway to the arena, "Pat Salerno Drive," in April 1998.

Recipient of a Proclamation expressing the City Commission's appreciation for my hard work and leadership provided to the community over the past seven years, in November 1997.

Recipient of an award for "Visionary Leadership" from the Sunrise Chamber of Commerce, in November 1997.

Salary (Present) - \$210,000 / Desired salary is negotiable.

5/90 - 11/90

ASSISTANT CITY MANAGER, City of Sunrise, Florida Assisted and advised the City Manager on all matters relating to his duties and responsibilities, especially those pertaining to operational and financial activities, productivity improvement, program development and analysis, economic development, and growth management. Served as Acting City Manager in the Manager's absence.

8/87 - 12/89

COUNTY MANAGER, Cobb County, Marietta, Georgia (pop. 450,000) Served under a five-member Board of Commissioners; the Chairman is elected County-wide and four commissioners are elected from districts. The County Manager is the chief executive officer and accountable to the Board for the proper administration of the County's affairs. Cobb County was the 10th fastest growing large County in the country and fortunate to be a thriving part of the metro-Atlanta region, located just north of the City of Atlanta. Within its borders, Cobb had six municipalities ranging in size from 4,000 to 40,000. Nearly 80% of the County's total population lived in unincorporated areas. The County offered a full range of municipal-type services with 4,000+ employees, an annual budget of \$475 million and a capital improvement program of \$2 billion through the year 2000. Listed below are a few of the major programs/projects that I have implemented or overseen:

- Implemented the first transit system in the County which will include both commuter and local fixed route service. Service will be provided through a contract with a private corporation, and the system will be the first in the country to obtain buses and facilities on a leased basis under a federal privatization initiative.
- Developed an implementation plan for the development of a 950 acre lakefront golf course, amphitheater, and a recreation complex on property leased to the County from the Army Corps of Engineers.
- Developed funding and implementation strategy for overhauling the County's data processing hardware and software systems, as well as replacing the County's multi-band radio operations with an 800 MHz communications system.
- Developed several enterprising communication programs to help keep citizens informed about their government, build awareness of its programs and services and improve responsiveness. Based in part on the marketing theme "Take Stock in Cobb," these programs capitalize on the community as a center for corporate headquarters and remind citizens that just as stockholders invest in a business, they have an investment in county government.
- Implemented the first Community Improvement District in the State, which allows an additional property tax millage up to five mills, per year, to be levied exclusively on commercial property owners in the District for infrastructure improvements - generating \$2.5 million annually.

3/85 - 7/87

COUNTY MANAGER, Chatham County, Savannah, Georgia (pop. 220,000) Served under a nine-member Board of Commissioners; the chairman is elected county-wide and eight commissioners are elected from single-member districts. The County Manager is the chief administrative officer and accountable to the Board for the proper administration of the County's affairs. Chatham County was a growing urban-suburban coastal community with the 10th busiest seaport and the largest historic district in the country. The County provided a full range of services with an annual budget of approximately \$108,000 million and over 1,200 employees, in addition to a five-year capital improvement program of over \$200 million. County-wide services included: Police, Public Works, EMS, Libraries, Civil Defense, Animal Control, Corrections, Mosquito Control, Solid Waste Disposal, Parks and Recreation, Health, Courts, Elections, Property Tax Appraisal/Collection, Mass Transit and Harbor Construction/Maintenance. Listed below are a few of the major programs/projects that I have implemented or overseen:

- Implemented a new administrative structure. Raised employee morale and developed an effective management team through forceful and diplomatic leadership, constant counseling, and a clear interest in the employees' needs and opinions.
- Directed staff efforts in support of an additional one-percent (1%) sales tax referendum that resulted in an affirmative vote (70%) and \$20 million annually for right-of-way acquisition and road/bridge construction.
- Development of a new structure for providing mass transit that combines the efficiencies of a private enterprise with a dedicated source of local funding and a policy board directly responsible to the voters.
- Development of a model cost sharing agreement with the Army Corps of Engineers to widen Savannah Harbor at a cost of \$15 million in order to expand an economically important industry.
- Development of an innovative County indigent health care program. The primary purpose of this program is to shift the cost of care to the State Medicaid program. Without sacrificing the level and quality of medical care, this program resulted in savings to the County of \$4 million annually.

8/80 - 2/85

ASSISTANT COUNTY MANAGER, Volusia County, Daytona Beach, Florida (pop. 330,000) Assisted and advised the County Manager on all matters relating to his duties and responsibilities, especially those pertaining to operational and financial activities, productivity improvement, program development and analysis, and growth management. County government is structured according to the Council-Manager Plan established by Charter. Direct responsibility for supervising the operations of the following line and staff departments: Public Works, Sheriff, Corrections, Finance, Personnel, Data Processing, Medical Examiner, Civil Defense and Port/Marina. Volusia County was a full service county comprised of 2,000 employees and an operating budget of approximately \$90 million, in addition to the capital improvement program of \$249 million. Served as Acting County Manager in the Manager's absence. Listed below are several of the major programs/projects that I have implemented or overseen:

- Development of a Civic/Convention Center with a seating capacity of 10,000, at a cost of \$38 million; a \$22 million, 600-bed pretrial detention facility (jail); and a \$17 million County Government Administrative Center.
- Successfully negotiated an out-of-court resolution of dual taxation concerns between the County and seven municipalities.
- Co-sponsored the County's Quality Circles program, called "Quest for Quality" (Q2). Q2 offers unlimited possibilities to identify problems, study their causes and work to solve them in a team environment.
- Development of a non-profit corporation approach to provide County-wide economic development activities and emergency medical transportation services.
- Coordinated staff efforts in support of an additional one-cent per gallon gasoline tax referendum that resulted in an affirmative vote and an additional \$1.5 million annually in road construction/maintenance revenue.

9/75 - 7/80

VARIOUS MANAGEMENT POSITIONS, City of Oklahoma City, Oklahoma, (pop. 420,000) Began as a Management Intern and progressed to hold various senior management positions for the City's operations related to budget (approx. 3 years), police (approx. 1 year) and public works (approx. 1 year).

EDUCATION

UNIVERSITY OF OKLAHOMA, Norman, Oklahoma. Master's Degree in Public Administration, 1976.

UNIVERSITY OF MIAMI, Coral Gables, Florida. B.G.S. Degree, 1973, major in Politics and Public Affairs.

ORGANIZATION  
MEMBERSHIP

International City/County Management Association (ICMA).  
Florida City and County Management Association (FCCMA).

PERSONAL  
DATA

Born: 1951  
Marital Status: Married  
Children: One daughter & son

REFERENCES

Available Upon Request.