

John G. Metsopoulos
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Key Competencies

Professional corporate and government experience and knowledge of administration, finance, and management, budgetary/revenue policies, and procedures contract negotiation, and economic development and fundraising professional.

- Contract Negotiation & management
- Marketing
- Fundraising
- Human Resources
- Relationship Formulation & Management
- Economic Development
- Administration
- Property Management
- Budgetary Formulation & Management
- Crisis Management
- Public Speaking
- Project Management

Professional Budget Planning, Fundraising and Administrative Experience

JGM Consulting

**Norwalk, CT.
September 2012 to Present**

- Administration, human resources, finances and management
- Budgetary development, review and implementation,
- Contract negotiation, fundraising and non-profit, political campaigns.
- Hospitality management

Economic Development Agency Program Manager

**Seminole County FL.
May 2007 to September 2012**

- Developed and implemented an emergency preparedness and recovery plan for businesses.
- Created over 200 jobs and \$100 million in investments through corporate/public partnership.
- Managed infrastructure and capital construction projects.
- Identified and secured state and federal grants.
- Negotiated contracts, supervised consultants, developed Requests for Proposals and managed vendor selection process.
- Served as media and public relations manager for the County.

South Florida Transportation & Development Agencies Program Manager

**Fort Lauderdale, FL.
January 2003 to December 2006**

- Developed and executed legislative strategies; drafted, analyzed and tracked legislation.
- Led the design and management of the Downtown Fort Lauderdale Capital improvement.
- Secured and managed \$2million in grants, negotiated a light rail development contract.
- Developed crisis management strategies procedures for the agencies.

**Town Administration
Town of Fairfield, CT.**

**Fairfield, CT.
November 1999 to November 2003**

- Managed all town departments and a staff of 500 and executed Human Resources policies and procedures for the town with 500 employees.
- Developed and implemented triage units, trauma/grief counseling, victim identification and other services in response to Sept. 11th. Fairfield is a bedroom Community to New York City.
- Developed and oversaw the emergency relocation of 400 students to temporary facilities.
- Implemented a \$250 million program for school projects, projects on time and under budget.
- Developed a new Metro-North train station and a 700,000 sq. foot commercial center through a real estate and economic agreement with a corporate developer and the State of Connecticut.
- Secured over \$20 million in federal and state grants.
- Generated a 10% budget surplus through effective budgeting and operational oversight of a \$180 million annual operating budget.

Additional Experience

- Residential/Commercial Mortgage Banking funding 35 million in mortgages November 2001 to January 2003.
- Member Connecticut General Assembly, 132nd assembly district, elected five terms November 1984 to January 1994.
- Managed 25 commercial/corporate properties for RD Scinto LLC.
- Extensive network of public, corporate and community leaders throughout Connecticut.
- Numerous successful fundraising campaigns
- Originated and developed Fairfield downtown street festivals.

Education & Certifications

- B.A. Political Science minor Economics, 1981 University of Connecticut, Storrs, CT.
- Certified in GIS, Powerpoint, Word and Excel
- Certified in National Incident Management System (NIMS) and Incident Command System (ICS).

Affiliations & Awards

- Presentations at numerous statewide conferences on the establishment and management of Economic Development Zones and Brownfield remediation, January 2003 to September 2012.
- Member Florida Redevelopment Association, May 2007 to September 2012.
- Chairman/Member Sanford Police Retirement Board, November 2011 to December 2012.
- Regional representative to How Shall We Grow, October 2009 to September 2012.
- Named Outstanding Leader of Promise by the Urban Land Institute of America June 2009.
- Chairman Fairfield Police and Firemen Pension Board, November 1999 to November 2001.
- Chairman of the Greater Bridgeport United Way annual fund raising drive, Fall 2000.
- Named Man of the Year by the Multiple Sclerosis Society of Connecticut, April 1999.
- Basic knowledge of HVAC and Heating systems.

