

# Gregory Paul Harrison

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## OBJECTIVE

City Management position where my personal communication and negotiating skills, combined with my creative talents and management experience, can be utilized to make beneficial contributions to a municipality.

## BACKGROUND SUMMARY

Proven ability to perform in a leadership role with responsibility to manage multiple functions and concurrently provide exceptional results. Extensive cross functional knowledge of business management, finance, sales, marketing, operations, accounting, engineering, communications, economic development strategy, public relations, government affairs, franchising, real estate and human relations. Excellent communications, organizational and analytical skills. Ability to motivate people to achieve desired results. Highly self-motivated and goal oriented. Able to assume/delegate authority, identify and resolve problems.

## RELEVANT CITY MANAGEMENT EXPERIENCE

**Budget Officer and City Manager**, Served cities from 5,000 to 90,000 populations 1971 to 1995  
Lawton, Wewoka, and Okmulgee Oklahoma; Mineral Wells and Alvin, Texas. Developed reputation as an innovator through successful campaigns for bond issues and securing state and federal grants for an array of programs and improvements. Respected for keen sense of awareness at building teams to accomplish objectives.

### Accomplishments

- Devised a multi-county coalition that ultimately applied for and received funding for Economic Development planning, management and construction of industrial parks within each respective member's jurisdiction.
- Changed image and attitudes recognizing citizens as "customers" who deserve quality customer services.
- Developed and implemented policies and procedures for total reorganization of operations.
- Handled key contact responsibility in working with Fantas Co. to develop a Comprehensive Economic Development Plan.
- Secured \$60,000,000 in grants for cost of less than \$6,000,000 for water, sewer, street, bridges, public works facilities, parks, libraries, city halls, police station, industrial and park roads.
- Managed numerous Capital Improvements Projects from planning, financing, implementing, construction and inspection to final completion in all past experiences.
- Created hundreds of new jobs through an array of Economic Development enhancement projects such as converting an army base into a pre-release center working with the state and federal governments.
- Led first successful Public Improvement Bond Issue in 20 years in 3 different communities.
- Managed efforts from local, state and federal sources to assure private interests were met to recruit tenants and property owners that ultimately created new business and industrial jobs.
- Worked with community leaders and consultants to change the image of a city.
- Built City Halls in two of four towns managed.
- Successfully represented City at the local, state and national levels without creating figurehead problems with the Mayor and Council.
- Managed planning, design and construction of a new lake for an additional water supply and recreational facility.

**Responsibilities**

*Execute management duties in drafting, submitting, handling, and controlling very high-budget funds.*

- Negotiate contracts and proposals.
- Mediate personnel problems.
- Oversee office, field, and administrative functions.
- Design supervisory training and development of management, professional, labor, and support personnel.
- Manage movement of personnel, supplies, and equipment to provide excellent cost effective services.
- Lead Economic Development efforts utilizing a team approach to create jobs and enhance the overall economy.
- Administer policies for the Mayor and Council.

**OTHER PROFESSIONAL EXPERIENCE**

TCI/AT&T Broadband Denver, Colorado

1995-2001

**Regional Director**, Government Affairs- Seven States

Government Relations responsibility for 360 systems with 1,200 employees.

**Accomplishments**

- Introduced "center of influence" concept in dealing with local franchising authorities.
- Handled all details to establish state political action committee in Oklahoma.
- Initiated "CNN Headline News, Local Edition, Legislative Report" in conjunction with Nevada State Cable Telecommunications Association.
- Managed franchise renewal elections. Won by 75%-25%.
- Successfully handled petitions and elections, which would not have been in the company's best interest.
- Assisted local governments with telecommunications improvements to help them stay competitive for business and industrial recruitment.
- Protected \$3,000,000,000 in business spread throughout nine states over seven legislative sessions.

**Responsibilities**

- Report to Senior VP, Corporate with dotted line to VP's. Keep abreast of company position on regulatory, operational and overall cable issues.
- Serve as lobbyist in seven different states (OK, KS, NE, SD, ND, NV, and NM) on state/federal legislation. Also had special assignments in MN and CA.
- Represent the company by attending events and trade shows at local, state, and national levels.
- Prepare proposals/contracts and personally delivered presentations to staff members, media, and elected officials at all levels of government.
- Support corporate and local management in franchise negotiations, proposals and other day-to-day dealings with elected officials.
- Work closely with company, state, and federal cable associations on grass-roots campaigns and other efforts.
- Represent company on right-of-way issues with city, county and state authorities.

**President**, Missouri Cable Telecommunications Association, Jefferson City, Missouri 2001- 2009  
Comprehensive responsibility for safeguarding and strengthening the cable business

**Accomplishments**

- Established full-time presence in Missouri State Capitol for first time in 26 years by selecting office location, equipping office and hiring staff.
- Guided successful passage of legislation that protects private cable entrepreneurs from government owned overbuilding.
- Influenced protection of the cable business which paid over \$33,000,000 in Franchise Fees to 553 local political subdivisions with over 3,600 employees.
- Successfully directed lobbying efforts to thwart legislation proposed by big phone companies that would have destroyed local video franchising in Missouri

**Responsibilities**

- Manage and direct policies, procedures and mandates as prescribed by the board of directors.
- Professionally represent 40 owners of cable telecommunications companies in the Missouri State Capitol and in Washington, D.C.
- Ensure that all Association events are proficiently managed and participants are gratified.
- Direct operations surrounding 6 State trade show held annually with separate 32 member board of directors

**Chief Operations Officer/VP Regulatory Affairs** 2009-2013  
Alliance Communications, L.L.C., Shawnee, Oklahoma  
Report directly to CEO. Currently assigned duties of COO and VP Regulatory Affairs for telecommunications business consisting of cable, high speed data and telephone in Oklahoma, Kansas, Missouri, Arkansas and Texas.

**Accomplishments**

- Secured \$28.5 million NTIA grant award for broadband deployment to unserved and underserved areas of Oklahoma, Kansas, Arkansas and Texas.

**Responsibilities**

- Responsible for stimulus grant application and grant management, compliance, regulatory, contractual and governmental aspects of corporation.
- Negotiate new contracts, agreements and franchises in 205 communities in five (5) states.
- Manage activities and projects for 160 employees.
- Administer company policies for multi state operation with 80,000 revenue generating units.
- Monitor all contracts, agreements and franchises for corporation.
- Oversee local, state and federal report filing for cable, high speed data and telephone business units of company.

**Consultant** 2013 - 2014  
Glass Ratner Advisory & Capital Group LLC, New York, New York  
Pursuant to sale of company, consulted with property owners, managers, employees and advisors concerning post-closing issues. Involved settling suits, negotiations, terminations, releases, bids and contracts pertaining to telecommunications, real estate, buildings, equipment, right-of-way, pole owners and towers.

**Assistant City Manager**

2014 - Present

City of Pompano Beach, Pompano Beach, Florida

Report directly to City Manager for \$240,000 million annual operation plus \$100,000 Capital

Improvements projects with 1,000 overall employees.

**Accomplishments**

- Reorganized the City's Capital Improvements Program to deliver projects on time and on budget
- Completed 2 new Fire Stations, Beach Library, Downtown Streetscape
- Successfully negotiated takeover of FDOT Highways to enable the CRA to design and develop a new Downtown called the "Innovative District"
- Renovation of Planning, Zoning and Building floor space in City Hall

**Responsibilities**

- Responsible to City Manager for operations of Public Works, Utilities, Development Services, Economic Development, Capital Improvements, Engineering, Parks, Recreation & Cultural Arts, Community Development and Housing plus assignments from City Manager as occur
- Negotiate property acquisitions, trades and sales
- Administer city policies as applicable throughout all operations

**EDUCATION**

Master of Arts/Public Administration, University of Oklahoma, Norman, OK

Bachelor of Science/Business, Northeastern State College, Tahlequah, OK

Lean Six Sigma Green Belt, Florida Atlantic University, Boca Raton, FL

**HONORS**

**Board of Directors Membership:** Arkansas Cable Telecommunications Association ▪ Kansas Cable Telecommunications Association ▪ Nebraska Cable Association ▪ South Dakota Cable Association ▪ Nevada State Cable Telecommunications Association ▪ Oklahoma Cable Telecommunications Association ▪ Texas Cable Association ▪ MID-America Cable Telecommunications Association ▪ Alvin Industrial Foundation ▪ Tri-County YMCA ▪ United Committee on Aging ▪ Oklahoma Municipal League

**Chairman:** Public Relations Committee - Chamber of Commerce ▪ Pastor Parrish Committee - First United Methodist Church ▪ Municipal Assurance Group - Oklahoma Municipal League

**President:** City Management Association of Oklahoma ▪ Oklahoma Public Personnel Association

**Awards:** *City of Wewoka, OK*, Outstanding Services and Contributions ▪ *State of Oklahoma Military Department, Oklahoma National Guard*, Honorary Colonel ▪ *Oklahoma Municipal League*, Outstanding Service to the Oklahoma Public Personnel Association ▪ *Okmulgee, OK Chamber of Commerce*, Outstanding Completion of Economic Development Projects ▪ *City of Okmulgee, OK*, Exceptional Service for Improving the City ▪ *Mineral Wells, TX, Chamber of Commerce*, Enhancing Economic Development Award ▪ *Mineral Wells, TX, Professional Secretaries International*, Executive of the Year City Management Association of Oklahoma, Management Innovation Award ▪ *Association of Cable Communicators*, Beacon Award for Community Relations-Full Campaign/Special Events, Overbuild Vote Campaign, Cable Television Public Affairs ▪ *Greater Pompano Beach Chamber of Commerce*, Light of the Community Award

## REFERENCES

Dennis Beach, City Manager  
City of Pompano Beach  
100 West Atlantic Blvd.  
Pompano Beach, FL 33060  
(954) 786-4601

David Boren, President  
University of Oklahoma  
660 Parrington Oval, Room 110  
Norman, Oklahoma 73019  
(405) 325-3916

Don Bown  
Retired City Manager  
City of Oklahoma City  
400 Steve Douglas Drive  
Edmond, Oklahoma 73013  
(405) 341-1353

Paul Brown, Former Mayor  
City of Okmulgee  
1212 North Kern  
Okmulgee, Oklahoma 74447  
(918) 756-3646

Juanita Formby, City Clerk  
City of Mineral Wells  
115 SW 1<sup>st</sup> Street  
Mineral Wells, Texas 76067  
(940) 328-7702

Terry Lucas, City Manager  
City of Alvin  
216 West Sealy  
Alvin, Texas 77511  
(281) 388-4230

Tony Rivera, City Manager  
City of El Reno  
101 North Choctaw  
El Reno, Oklahoma 73036  
(405) 262-4070

Clifton Scott, Former State Auditor and Inspector  
State of Oklahoma  
100 State Capitol  
Oklahoma City, Oklahoma 73105  
(405) 521-3495

Carolyn Stager  
Executive Director  
Oklahoma Municipal League  
201 NE 23<sup>rd</sup>  
Oklahoma City, OK 73105  
(405) 528-7515

II. Gene Walker, President  
Arvest Bank  
101 South Third  
McAlester, Oklahoma 74501  
(918) 426-2119