

#5

11- R-1145

(Do Not Write Above This Line)

A RESOLUTION BY *KWH*
COUNCILMEMBER KWANZA HALL

A RESOLUTION APPOINTING MR. DARRELL GLASCO AS THE FULL COUNCIL APPOINTEE TO THE ATLANTA DEVELOPMENT AUTHORITY BOARD OF DIRECTORS IN THE REAL ESTATE CATEGORY FOR A TERM OF FOUR (4) YEARS; AND FOR OTHER PURPOSES.

Filed w/o objection by full Council

- CONSENT REFER *8/17/11*
- REGULAR REPORT REFER
- ADVERTISE & REFER
- 1st ADOPT 2nd READ & REFER
- PERSONAL PAPER REFER

Date Referred *8/15/11*
 Referred To: *CD/HR+COC*
 Date Referred
 Referred To:
 Date Referred
 Referred To:

First Reading

Committee _____
 Date _____
 Chair _____
 Referred To _____

FINAL COUNCIL ACTION
 2nd 1st & 2nd 3rd
 Readings
 Consent V Vote RC Vote

Committee *D/HR*
 Date *8/26/11*
 Chair *Joyce M. Sheperd*
 Action
 Fav, Adv, Hold (see rev. side)
File Other
 Members
Ad. Su...
Cleta Henderson
...
 Refer To *COC*

Committee _____
 Date _____
 Chair _____
 Action
 Fav, Adv, Hold (see rev. side)
 Other
 Members
 Refer To _____

COC Committee
 Date *9/6/11*
 Chair *Joyce M. Sheperd*
 Action
 Fav, Adv, Hold (see rev. side)
File Other
 Members
...
Joyce M. Sheperd
Cleta Henderson
 Refer To _____

Committee _____
 Date _____
 Chair _____
 Action
 Fav, Adv, Hold (see rev. side)
 Other
 Members
 Refer To _____

CERTIFIED

CERTIFIED
 SEP 06 2011
 ATLANTA CITY COUNCIL PRESIDENT
...

CERTIFIED
 SEP 06 2011
 Rhonda Daughlin Johnson
 MUNICIPAL CLERK

MAYOR'S ACTION

A RESOLUTION**BY COUNCIL MEMBER KWANZA HALL** 

A RESOLUTION APPOINTING MR. DARRELL GLASCO AS THE FULL COUNCIL APPOINTEE TO THE ATLANTA DEVELOPMENT AUTHORITY BOARD OF DIRECTORS IN THE REAL ESTATE CATEGORY FOR A TERM OF FOUR (4) YEARS; AND FOR OTHER PURPOSES.

WHEREAS, a vacancy exists on the Atlanta Development Authority Board of Directors (real estate category), which position must be filled by the full council; and

WHEREAS, on July 20, 2011, the Chair of the Committee on Council notified all Council Members of said vacancy; and

WHEREAS, Council Member Kwanza Hall submitted the name of Mr. Darrell Glasco (resume attached) to fill said position and no other nominations were submitted; and

WHEREAS, pursuant to City Code Section 2-1852(2)(a)(i), when only one vacancy exists and only one nominee has been submitted, the chair of the committee on council shall have a resolution prepared naming that individual ... for appointment to the vacant position; and

WHEREAS, Mr. Darrell Glasco is hereby recommended by the full council for appointment to the Atlanta Development Authority Board of Directors (real estate category) for a term of four (4) years.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF ATLANTA, GEORGIA that Mr. Darrell Glasco is hereby nominated, confirmed and appointed as the full council appointee to the Atlanta Development Authority Board of Directors in the real estate category for a term of four (4) years, scheduled to begin on the date of the approval of this resolution.



ATLANTA CITY COUNCIL

KWANZA HALL
COUNCILMEMBER
DISTRICT 2

55 TRINITY AVENUE, S.W.
SUITE 2900
ATLANTA, GEORGIA 30303
MAIN (404) 330-6038
FAX (404) 658-7164
EMAIL khall@atlantaga.gov

July 28, 2011

Councilmember Felicia Moore
Chair, Committee on Council
Atlanta City Council
55 Trinity Avenue SW
Suite 2900
Atlanta, GA 30303

Dear Councilmember Moore:

I am pleased to nominate Darrell Glasco of 638 John Wesley Dobbs Avenue NE for appointment to the Atlanta Development Authority.

As you will see from his resume, attached, Mr. Glasco has extensive experience in real estate and economic development, including service as vice president of economic development for the chambers of commerce of Austin, Texas, and Atlanta, Georgia.

I believe that he would be an extraordinary asset to the ADA Board of Directors.

Sincerely,



Kwanza Hall

638 John Wesley Dobbs Ave., NE ♦ Atlanta, Georgia 30312
 Phone: (404) 374-0783 ♦ djglasco@comcast.net

PROFESSIONAL EXPERIENCE

RETHINKINGOURCITY **Oct. 2009 – Current**

638 John Wesley Dobbs Ave., NE, Atlanta, Georgia 30312

Founder

I founded RethinkingOurCity to provide communities with tactical and strategic advice in the development of an environment that will nurture the creativity and innovation needed to increase the number of successful entrepreneurs. Advise that will improve as well as identify and implement community support systems that currently do not exist. My combination of experience with capital sources, economic development, human resources, market opportunities, mentoring, service providers and policies as well as insights from venture capital investing provides me with the capabilities to deliver effective solutions to communities in the development of support systems for companies.

My services assists communities in creating support for entrepreneurs who will in turn assist in solving the economic, environmental and social challenges facing people, especially those that have been historically disadvantaged by:

- Employing those facing the greatest barriers to work,
- Creating opportunities that meet the basic human needs of people, such as food, shelter, good health, and education,
- Providing people with satisfying work and opportunities to develop their human potential to create new solutions, products, and services,
- Creating business ownership opportunities for minorities and women, and
- Preserving the natural environment

SILICON VALLEY BANK **Jan. 2001 – Feb. 2009**

3353 Peachtree Road, NE, North Tower, Suite M-10, Atlanta, GA 30326

Venture Capital Relationship Manager

Created and maintained a portfolio of 30 Venture Capital, Private Equity, and Fund of Funds clients located in the Southeast and Mid-Atlantic regions.

- Provided support to entrepreneurs by assisting them with introductions to venture capital firms, business mentors and service providers.
- Increased loan commitments from \$500 million in 2005 to approximately \$1.5 billion in 2008; and average loan balances from \$80 million in 2005 to \$200 million in 2008.
- Booked the first foreign denominated loan of £16.7 million (approximately \$25 million) at Silicon Valley Bank for a client investing in Europe.
- Prepared loan underwriting and presentations to loan committee based on the bank's policies such as legal lending limits, quality of the management team, quality and commitments of the Limited Partners, legal aspects of Limited Partner Agreements, remaining callable capital, quality of investments, history of capital returns, type of investments, and fund size.
- Negotiated all loan legal documentation for new and existing clients.
- Created an annual electronic payments event that was jointly sponsored with a law and executive search firm. The event had attendance of approximately 200 people from the venture capital and financial services industry and resulted in adding 20 new clients to the bank.
- Liaison to the Mid-Atlantic Venture Association (MAVA), Council for Entrepreneurial Development (CED), Florida Venture Forum, and Atlanta High Tech CEO Council.

METRO ATLANTA CHAMBER OF COMMERCE **May 1999 – Jan. 2001**

235 Andrew Young International Blvd. NW, Atlanta, Georgia

Vice President, Economic Development

Managed a staff of four that included an Administrative Assistant and Directors responsible for recruiting and retaining technology companies and high-tech talent.

- Managed direct marketing campaigns that lead to 24 technology company announcements that had projected employment of 3,310, average salaries of \$58,1010 and initial capital investments totaling \$194.5 million in FY 2000.

- Pitched 94 stories of which 54 ran in local, regional and national publications to market the Atlanta area as one of the top technology areas to attract companies and talent.
- Collaborated with various economic development organizations to recruit technology companies to Atlanta.

GREATER AUSTIN CHAMBER OF COMMERCE

Sept. 1995 – April 1999

210 Barton Springs Road, Suite 400, Austin, TX

Vice President, Economic Development

Managed the Austin area’s business expansion and retention efforts to attract, grow and retain technology companies to the Austin area. Managed a staff of six that included an Administrative Assistant and staff responsible for recruiting and retaining technology companies, providing import/export assistance, recruiting sporting events, and providing economic and industry research.

- Raised funds from local businesses to support economic development operations that included funding to the Austin Technology incubator.
- Introduced companies to the Austin Technology Incubator that were seeking admission.
- Collaborated with university administrators and professors, government officials, entrepreneurs and service providers to recruit and retain technology companies.
- Worked in partnership with a consultant, community leaders and organizations to create a study evaluating the Austin region’s economic structure, strengths and core industries that would form an industry cluster strategy for retaining and recruiting companies.
- Developed an Annual Economic Review & Forecast with an attendance of 400 – 500 people from the community to provide information regarding the region’s economic indicators such as competitiveness, business vitality, economic risks, and labor force, demographic, industry and housing trends.
- Created and managed the economic development division’s budget.
- Created the first industry talent development and recruitment program at a Chamber of Commerce in response to a shortage of qualified workers by the areas technology industries.

GREATER AUSTIN CHAMBER OF COMMERCE

Dec. 1990 – Sept. 1995

210 Barton Springs Road, Suite 400, Austin, TX

Director of Business Development, Economic Development

Served as the initial contact for the retention, expansion or relocation of industries and businesses. This involved researching potential site locations; working with the appropriate government agencies on regulatory solutions; serving as a liaison during relocation or expansion; and investigating potential business issues such as regulations, available labor supply, utilities, and taxes.

- Developed and implemented strategies to attract, retain and grow companies in the biotechnology, call center, software, computers & peripherals, semiconductor, electronic components, and transaction service sectors. Some specific examples include the company expansions of Advanced Micro Devices, Ambion, Inc., BMC Software, National Instruments and Applied Materials and the attraction of companies such as Cadence Design Systems, Gallup Poll Call Center, General Motors Call Center, Janus Capital Corp., Lotus Development Corp., Metrowerks, Samsung Semiconductor and Trilogy Development Group.

EDUCATION

M.S., Master of Science, Community & Regional Planning, The University of Texas at Austin, Austin, TX

B.A., Bachelor of Architecture, Texas Tech University, Lubbock, TX

ADDITIONAL EXPERIENCE

TEXAS DEPARTMENT OF COMMERCE, Austin, TX

Mar. 1990 – Dec. 1990

Location Specialist: Provided information and planned site visits to inquiring companies considering relocating or expanding facilities in Texas.

PEDERNALES ELECTRIC COOPERATIVE, Johnson City, TX

Aug. 1989 – Mar. 1990

Research Specialist: Responded to industry inquiries regarding expansion within Pedernales Electric Cooperative’s service area.

LINCOLN PROPERTY COMPANY, Austin, TX

Feb. 1986 – Mar. 1987

Project Manager: Hired and supervised architects, landscape architects, civil, mechanical and structural engineers for multi-family projects in Austin and San Antonio, TX.

RCS# 1394
9/06/11
5:19 PM

Atlanta City Council

REGULAR SESSION

11-R-1145

APPOINTING DARRELL GLASCO TO ATLANTA
DEVELOPMENT AUTHORITY BOARD
FILE

YEAS: 13
NAYS: 0
ABSTENTIONS: 0
NOT VOTING: 2
EXCUSED: 0
ABSENT 1

Y Smith	Y Archibong	Y Moore	NV Bond
Y Hall	Y Wan	Y Martin	Y Watson
Y Young	Y Shook	NV Bottoms	Y Willis
Y Winslow	Y Adrean	Y Sheperd	B Mitchell

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