

Richard Lawrence Davis, ICMA-CM

CAREER SUMMARY

I am an experienced municipal manager who brings a successful track record of managing significant fiscal resources, leading people toward extraordinary accomplishments, and delivering results. My desire and objective is to bring my skills, talents, and experience to a municipality that expects this level of excellence and rewards top performance.

CORE COMPETENCIES AND EXPERIENCE

- I am a seasoned financial manager. I have managed hundreds of millions and have guided my organizations through the worst and best economic conditions.
- I am a successful manager and leader of people. I know how to lead and develop them and get the best from them.
- I am a successful and experienced capital projects manager.
- I bring more than a quarter century of economic development, public relations, and community marketing experience.
- I possess exceptional communicative abilities. I am an expert presenter, having spoken and presented before many boards, elected bodies, academic audiences, and collegial groups.
- I am dedicated to the highest professional and ethical standards.

CAREER HISTORY

City Manager – West Jordan, Utah (2011 – 2014).

Utah's fourth-largest community, population of nearly 110,000 and annual budget of \$114 million -- Staff of nearly 500. Key accomplishments include:

- Increasing general fund reserves from 5% to 25%.
- Reengineering the development process, earning accolades as Utah's best.
- Creating the city's first economic development strategic plan. Implementation of has resulted in a tripling of private-sector investment.
- Developing and implementing a strategy to rebrand community's image.
- Significantly improving workplace morale and productivity.

Town Manager – Fountain Hills, Arizona (2008 – 2011).

Population of 30,000 and an annual budget of more than \$30 million -- Staff of 100. Key accomplishments include:

- Being one of five Arizona cities to navigate the Recession in positive fiscal territory.
- Restructuring the town organization to save nearly \$3 million annually while keeping core services intact.
- Guiding and leading the effort to redesign and master plan of the downtown area.
- Leading renegotiations of public safety contracts, saving \$300,000 annually.

City Manager – West Point City, Utah (2000 – 2008)

Population of 12,000 and budget of \$6 million. Key accomplishments include:

- Leading the effort to develop a new community general plan, earning the Governor's 2003 Quality Growth Award.
- Directing the construction and financing of the city's first municipal center.
- Leading the effort to consolidate fire and EMS services, reducing annual costs by more than \$500,000 and upgrading fire protection services.
- Successfully working with state partner jurisdictions to build new and expanded transportation infrastructure in West Point and throughout the county.

Assistant to the Chief Administrative Officer/ Director of Community Affairs –

Sandy City, Utah (1996 – 2000). Population of 102,000 and staff of 450.

Assisted the chief administrator and the mayor with the implementation of city policies and the analysis of programs and services. Key accomplishments include:

- Taking a new performing arts building from concept to construction. Also successfully designing and executing the programming and marketing of this facility.
- Analyzing dozens of city departments and divisions and developing recommendations that have saved the city hundreds of thousands.
- Developing and implementing an economic development marketing campaign designed to spur retail growth and increase daytime population. This campaign earned national accolades as the nation's best and was integral in filling 2,000,000 ft.² of downtown office space and attracting a new conference center.

Performance Auditor -- Office of the Arizona Auditor General July (1994 – 1996).

Provided performance audits of the Department of Revenue, Board of Technical Registrations, Department of Environmental Quality, Board of Medical Examiners, Department of Education, and the Industrial Commission of Arizona. My analysis and subsequent implementation of study recommendations resulted in and continues to result in significant savings, decreased risk, and enhanced citizen services.

Director of Public Relations -- Beneficial Life Insurance Company (1989 – 1994).

Primarily responsible for the management of all internal and external corporate communications. As such, I successfully redesigned the company's marketing materials and direct marketing processes, resulting in saved resources and enhanced new business generation. Also served on the corporate product marketing committee.

PUBLIC INVOLVEMENT

I possess a deep passion and appreciation for volunteerism. Here are some of the organizations with which I have served and continue to volunteer:

- Boy Scouts of America – Scoutmaster (2008 – 2011)
- Boy Scouts of America -- Local Committee (1990 – Present)
- Board Member, Iasis Healthcare, Jordan Valley Medical Center and Pioneer Valley Hospitals, 2012 – Present.
- Anasazi and Forever Young Foundations – Volunteer (1994 – Present)
- National Exchange Club West Jordan President (2012 -- 2013)
- Exchange Club Mountain District Director (2013 – 2014)
- American Cancer Society -- Utah board member (1990 – 1994)

PROFESSIONAL INVOLVEMENT

I have placed great value on continued education and professional involvement. Some of the ways I have remained involved with my profession include:

- Obtaining Credentialed Manager (ICMA-CM) status from the International City and County Management Association.
- Serving as the President of the Utah City Management Association (UCMA), 2005-2006.
- Serving on the ICMA Government Affairs and Policy Committee, 2006-2010.
- Serving on the Utah State Legislative Commission for Fiscal Readiness, 2013 – Present.
- Presenting at ICMA 's Philadelphia Conference 2002 and Milwaukee Conference 2011, addressing peers on the subjects of "Community Marketing" and "Skillsets for the New Normal" respectively.
- Co-authoring the ICMA Professional Report, "Marketing a Community for Economic Development."
- Regularly guest-lecturing at Brigham Young University; also presenting at the University of Utah, Weber State University, and Westminster College.

EDUCATION

Bachelor of Arts (Public Relations) - Brigham Young University, College of Communications.

Master of Public Administration – Graduated with High Distinction, Brigham Young University, Marriott School of Management.

PERSONAL

Married with three children. Enjoy American acoustic music, history, public speaking, and family activities.
