

PAUL GARZA, JR.

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QUALIFICATIONS

Experienced executive with extensive experience in non-profit, profit and education sectors.

Expertise includes:

- Economic Development
- Non-Profit Management
- Public Relations
- Workforce Preparation
- Marketing
- Grant Writing
- Community Outreach
- Government Relations
- Fundraising

PROFESSIONAL EXPERIENCE

COMMUNITY EDUCATION PARTNERS, INC, Nashville, TN

Vice President, Marketing & Business Development

(2008-2010)

Worked to create charter schools in Texas focused on dropout prevention and recovery. Responsible for market analysis, communications, community outreach, development of non-profit boards, work with ethnic organizations, and government relations.

GARZA CONSULTING, Fullerton, CA

Managing Principal

(2006-2008)

Provided consulting services in public affairs, economic development and access to capital. Major projects included:

- Co-lead the California State Assembly's Economic Development Committee, Emerging Domestic Advisory Group for the California Hispanic Chambers of Commerce;
- Performed economic development analysis of the Rio Hondo Community College District Service Area;
- Performed a study of microlending opportunities and needs in Orange County for the Wells Fargo Foundation;
- Conducted analysis and documentation of the economic need for a Life Science incubator for Cal-State Fullerton;
- Provided campaign consultation and field strategy to Rancho Santiago Community College District's Bond Campaign in 2008
- Designed and facilitated strategic planning for the Clinicas del Camino Real, Oxnard.
- Staffed an elected member of the Southern California Air Quality Management Board.

ORANGE COUNTY BUSINESS COUNCIL, Irvine, CA

Vice President, Economic Development & External Relations

(2002-2006)

Marketed Orange County as a premier business location via website, advertising, and publications; coordinated attraction and retention efforts with cities; managed legislative agenda & advocacy programs; created and supported community coalitions & volunteer committees; communicated with elected officials; performed ethnic & mainstream media relations; wrote materials for publication, managed weekly online publications. Developed and managed economic and workforce strategies including manufacturing coalition. Life sciences regional skills collaborative, access to venture capital and Latino Education Attainment.

(resume – Paul Garza, Jr. 2 of 3)

RANCHO SANTIAGO CCD, Santa Ana, CA

District Director, Economic Development

(1994-2002)

Management and strategic direction of economic development and workplace programs. Worked with county, city, and business organizations to develop and expand the District's economic development effort. Secured new funding for: International Business (US DoE), International Trade Center (CA Community Colleges), Small Business Development Center (CA Trade & Commerce), Regional Skill Collaborative for Manufacturing (US DOL and CA Employment Training Panel), Center of Excellence (CA Community Colleges), Regional Marketing (CA Community Colleges), Workplace Learning Center (CA Community Colleges), ISO 9000 training (US DoD) and, Digital Media Business Incubator (US EDA).Generated in excess of \$12 million in grants, contract training and other funding

ADLER/DROZ, INC., Costa Mesa, CA

Vice President, Marketing & Communications

(1989-1993)

Executive Director for the Los Angeles Radiological Society/Southern California Radiation Oncology Society. Consultative management services including: strategic planning, fiscal control, planning and coordination of continuing education conferences, board meetings and retreats. Advised association boards regarding strategic initiatives and legislative agenda. Designed and developed marketing programs, brochures, and advertisements; designed, developed and edited newsletters. Provided public affairs consulting on legislative issues and coordinated membership campaigns.

DEMOCRATIC PARTY OF ORANGE COUNTY, Santa Ana, CA

Executive Director

(1988-1989)

Directed communications including press liaison, developed and wrote press releases and newsletters; planned and coordinated special events; managed fundraising programs; coordinated communications with elected officials, community leaders, state and national parties; researched and analyzed voting trends and legislation; organized volunteer programs and meetings.

NORTH ORANGE COUNTY CCD, Adult Education, Fullerton

(1986-1988)

Coordinator/Instructor, Basic Skills Lab

Developed, designed and coordinated a community-based program providing basic skills, GED, ESL and high school subjects to a diverse student population. Taught reading, writing, and mathematics to students with widely varying levels of proficiency in a laboratory environment.

JUBAIL VOCATIONAL TRAINING INSTITUTE, Jubail, Saudi Arabia

Director of Student Services

(1981-1983)

Comprehensive student services for a vocational training center including recruitment, assessment, placement, counseling, residential placement & advisement, records, job placement, and follow-up.

NORTH ORANGE COUNTY CCD, Fullerton, CA

Director, Assessment & Recruitment Center

(1978-1981)

Designed, developed and managed a comprehensive employment & training services center (one-stop) providing recruitment, vocational counseling, work orientation, vocational training, and job placement to 3,000 disadvantaged and 1,200 general community clients annually. Worked closely with federal employment & training agencies and community organizations

EDUCATION

M. A., Indian Religion & Mythology, California State University, Fullerton, CA 1980

B. A., English, California State University, Fullerton, CA 1972

COMMUNITY AND PROFESSIONAL ACTIVITIES

- *Redwood Region RISE*, Equity Council, 20203
- *Sonoma-Mendocino Economic Development District*, Board of Directors, 2021-Current
- *West Business Development Center*, Board of Directors, 2015-Current (*Chair, 2016-2023*)
- *California State University, School of Education*, Advancement Board, 2006 – 2012
- *United Way of Orange County*, Chair, Somos Familia, 2001 - 2009
- *Orange County Innovation*, Co-Founder and Secretary/Treasurer, 2005 – 2009
- *TELACU Community Capital*, Board of Directors, 2004 – 2009
- *California Hispanic Chamber of Commerce*, Access to Capital Committee, 2006 - 2009
- *Healthy Smiles OC*, Board of Directors, 2006 – 2009
- *Neighborhood Housing Services of Orange County, Inc.*
President, 2002 -2005, Board of Directors, 1999 - 2009
- *Project Tomorrow*, Board of Directors, 2003 – 2006
- *Hispanic Chamber of Commerce of Orange County*, Board of Directors, 1995 – 2003
- *Santa Ana Empowerment Zone Corporation*, Board of Directors, 1999 – 2003
- *Orange County International Trade Center*, Advisory Committee, 1998 – 2002
- *Statewide Strategic Priorities Committee for Contract Education*
Chair (CA Community Colleges), 1999 – 2002
- *Business Advisory Committee*, Rep. Loretta Sanchez, 1996 - 1998
- *Finance Chair*, Lou Correa for Assembly, 1996
- *Orange County Health Planning Council*, Board of Directors, 1977-1979

AWARDS

- *Citation for Community Service*, Orange County Supervisor Janet Nguyen, 2008
- *Orange County Latino 100*, 2006
- *Citation for Community Service*, Orange County Supervisor Cynthia Coad, 2002
- *Millennium Award*, Vietnamese Community of Orange County, 1998
- *Congressional Citation for Community Service*, Congresswoman Loretta Sanchez, 1998