

# Samuel O. Sanders, Jr

---

## PERSONAL PROFILE

---

A proven leader and public servant with diverse experience catalyzed by my ability to remain a focused, driven, and highly-motivated self-starter; desiring an opportunity to contribute at a high level where prior management and depth of experience with critical business functions include: public and media relations, advocacy, community outreach and education, training, fundraising, human resource management, strategy & planning, and budget development and management; highly committed to produce consistently and to exceed expectations. Willing to relocate.

## PROFESSIONAL EXPERIENCE

---

2021 – Present City of Charlottesville Charlottesville, VA

*Deputy City Manager for Operations*

Responsible for an operations portfolio to include: Housing & Redevelopment, Transit, Public Works, and Planning & Zoning (Previously: Fire, Parks & Recreation, and Utilities Departments)

Serve as a trusted policy advisor and analyst to the City Manager as member of the Cabinet

Support the production of the annual city budget

Facilitate the implementation of the strategic plan

Manage cooperative engagement of Council for meetings, planning, and policy implementation

Plan, direct, control, and evaluate the operations and programs of the city government

Participate in the coordination of the City's operating and capital improvement budgets

Develop cross-sector collaborative priorities for departments in operations portfolio

Represent City Manager in the execution of leadership and city business matters

Maintain local and regional relationships to advance the priorities of the city and its residents

2011 – 2021 (Paused) Community Revitalization Strategies Baton Rouge, LA

*Principal (My Consulting Company)*

Responsible for professional consulting with nonprofits and municipal governments:

The Young Leaders' Academy: strategic planning, org management, and fund development

Tipton Associates: neighborhood assessment in collaboration with the City of Ruston, LA

Southern Community Development Corporation: organization startup, grants, and contracting

Capital Area United Way: program setup for Capital Area Asset Building Coalition

City of Monroe, LA: comprehensive homebuyer services and real estate development setup

2006 - 2021 Mid City Redevelopment Alliance Baton Rouge, LA

*Executive Director*

Responsible for the management and oversight of all daily operations and strategic initiatives for non-profit community revitalization organization employing 6-11 staff members, 200-800 volunteers annually, and a 15-person Board of Directors.

- Proactively advocated, planned, and facilitated quality of life improvements across a diverse inner city for 40,000 residents while relying on major local and state government engagement
- Secured and maintained NeighborWorks Exemplary organizational health rating (2019 - 2021)
- Eliminated \$4 million accumulated debt ensuring long-term organizational financial solvency
- Acquired 22,000sf office/warehouse building through donation for permanent operations
- Tripled the organization's operational budget and created revenue stratification
- Secured HUD Approval as a Housing Counseling Agency Designation
- Secured Community Housing Development Organization Designation (City & State)

- Established a real estate department with annual performance goals and production pipeline
- Expanded fundraising profile with initiation of system of donor management planning
- Manage relationships, partnerships, and collaborations at all levels
- Maintain a high public organization profile to be viewed as a respectable industry leader
- Collaborated integrally with City-Parish in securing new funding: HUD Lead Hazards Mitigation Grant (\$3.4 million) [2021] and ARP Emergency Rental Assistance Funding (\$29 million) [2020]

2003 - 2006      Mid City Redevelopment Alliance      Baton Rouge, LA

*Home Ownership Center Manager*

Responsible for daily management and operation of Home Ownership Center, including staff management and oversight, and providing financial counseling to low- and moderate-income individuals and families, managing partnerships including funding relationships.

- Developed a fundraising structure to generate annual program support
- Highest performing organization statewide collaborations led by Tulane & Southern universities
- Established internal real estate agency to broaden outcomes and generate new revenue
- Managed fee-for-service agreements to extend service delivery through peer collaborations

1997 - 2003      Consumer Credit Counseling of LA      Baton Rouge, LA

*Director of Education and Community Relations*

Responsible for leading a department where cultivating partnerships and managing relationships were the primary method of meeting goals and performance targets.

- Facilitated 100 credit education seminars annually (across 75% of the state)
- Wrote five newsletters on monthly, bi-monthly, and quarterly schedule
- Statewide Media Relations Officer: included writing and distributing press releases, performed all on-camera interviews, including three monthly morning show segments
- Wrote grants and solicited annually for *Partners in Credit Education* program
- Promoted multiple times - Support Counselor, High School Education Coordinator, Counselor, Branch Manager, Area Manager, and Customer Service Manager

## **EDUCATION**

---

1990 – 1994	Christopher Newport University <b>Bachelor of Arts (Major: English/Minor: Speech)</b>	Newport News, VA
2004 – 2021	Louisiana Real Estate Commission <b>Licensed Real Estate Agent</b>	Baton Rouge, LA
2011 – 2013	Troy University <b>Masters in Public Administration</b>	Troy, AL
2018 – 2020	Harvard University John F. Kennedy School of Govt. <b>Achieving Excellence (NeighborWorks America)</b>	Boston, MA

## PROFESSIONAL ACCOMPLISHMENTS

---

- 2023 Leaders Lab – Charlottesville Regional Chamber of Commerce
- 2022 ICMA Micro Certifications in Trust in Local Government, Building Emergency Services Teams for Today and the Future and Relational Intelligence
- 2019 Changemakers – New Schools for Baton Rouge
- 2016 Change Agent Award Honoree - Metromorphosis
- 2014 John W. Barton Excellence in Nonprofit Management – Baton Rouge Area Foundation
- 2009 Honoree – Baton Rouge Business Report's *Top 40 Under Forty*
- 2009 Graduate – Baton Rouge Area Chamber's *Leadership Baton Rouge*
- 2008 Secured Adoption of Mid City Urban Design Overlay District Ordinance
- 2003 - 2008 GBR Association of Realtors Columnist - REALTOR magazine
- 2002 Tips from the Top: Targeted Advice from America's Top Money Minds - Contributor

## MEMBERSHIPS/COMMITTEES/BOARDS

---

- Greater BR Association of Realtors/LA Association of Realtors/ Nat'l Association of Realtors
- NeighborWorks America Community Initiatives Advisory Council (Co-Chair)
- Federal Home Loan Bank of Dallas Affordable Housing Advisory Council
- HancockWhitney Community Advisory Council
- Urban Leaders Roundtable
- NeighborWorks America Black Community Developers Group
- Partners for Progress Board of Directors [Past President]
- Achieve (LA Assn for Personal Financial Achievement) Board of Directors [Past President]
- Family Road of Greater Baton Rouge Board of Directors [Past Vice President]
- Leadership Baton Rouge Alumni Board of Directors
- TruFund Community Advisory Board
- Mayor-President's All Hazards Task Force - Housing Recovery Support Function Co-Chair
- New Schools for Baton Rouge Facilities Board of Directors
- HousingLA Board of Directors

## COMMUNITY LEADERSHIP

---

- FuturEBR Implementation Team (Comprehensive Plan) *Mayoral Appointee* (2011)
- Government Street Master Action Plan (GoMAP!) (2006)/ Mid City Master Action Plan (2010)
- Mid City Arts & Cultural Designation – Lt. Governor's Office of Culture, Recreation & Tourism (2009)
- Capital Area Asset Building Coalition [Founding Member] (2009)
- Zoning Advisory Committee (2007-2010)
- BankOn Baton Rouge [Founding Member] (2012)
- Better Block: Government Street – Complete Streets Demonstration for Corridor Transformation (2013)
- Housing FIRST Alliance of the Capital Area (Founder) (2016-2021)
- AARP Sustainable Transportation Action Committee (2015-2019)
- Baton Rouge Area Chamber Education Initiatives Council (2016-2018)
- Mayor-President Sharon Weston Broome Transition Committee – Housing & Land Use (2017)
- Rail Station Master Plan Steering Committee (2018)
- East Baton Rouge Bike-Pedestrian Master Plan – Targeted Outreach Committee (2019)
- *National League of Cities*: Mayor's Institute on Affordable Housing and Health (2019-2020)
- *National League of Cities*: Healthy Housing City Leaders Forum (2019-2021)
- Imagine Plank Road Corridor Revitalization Plan (2020)
- Baton Rouge Area Chamber Quality of Place Council (2018-2021)
- City of Baton Rouge Commission on Race Equity and Inclusion – Institutional Partner (2021)

**PROFESSIONAL REFERENCES AVAILABLE UPON REQUEST**