

CityManager

From: Monica Poss <monicainsmithville@gmail.com>
Sent: Wednesday, May 10, 2023 2:26 PM
To: CityManager
Subject: Consideration for Place 4 - Monica Poss
Attachments: Monica Poss - Resume 2023 City.pdf

Hi Robert,

Thank you for giving me an opportunity to provide something to City Council for consideration, as they ruminate on the best person to fill Place 4 for the coming year.

I have invested hundreds of hours in both casual and more formal civic activities in Smithville since almost as soon as I moved here to show gratitude for being part of this town. Smithville has given me a sense of community like no place I've ever lived and I have wanted to give something back. I'd like to serve on City Council so I can give back in a larger, more meaningful way and make more substantive progress on some of the issues we face.

I am a person of action, a "do-er", and would not be a council person who merely sat back and waited for agenda items to cross my desk. Some issues dear to me that I'd like to make headway on are:

- * To work actively on civic engagement to get more voices heard at council meetings and other City-sponsored endeavors.
- * To explore the cost of a software program that would mine other sites for activities occurring in town and display all of it on one site. There are too many places one has to look to find out what is happening and when, be they city meetings, large festivals, or smaller public events. Citizens have been asking for one place to go to see it all. It may not be something the City can sponsor but I look forward to engaging with private sponsors to get something done.
- * To explore how revising or adding new zoning ordinances could encourage the development of lower cost housing, so we can keep more high school graduates, young professionals and our service industry workers here in town and give first time homebuyers a foothold in our market.
- * To introduce ordinances that protect the historic and local look and feel of downtown, so that Main St does not get overrun by chain stores as our town grows.
- * To work with non-profits to create home volunteer-led repair programs assisting the elderly and disabled living in substandard conditions.
- * To work with non-profits to create a program assisting property owners with clouded title issues, enabling them to unlock family wealth and put properties back into circulation. Ultimately this would result in new homes on empty lots, increasing our property tax base and enabling our town to grow without sprawl or the costly addition of new infrastructure.

Though I have not served on a City Council before, I am not a neophyte to our City's processes. I've served on both Planning and Zoning and the Historic Preservation Design Standards Committees this past year, as well as attended and spoken at numerous council sessions over the past couple of years. I will have things to learn, undoubtedly, but expect to catch up quickly under the more experienced tutelage of Sharon Forester, Janice Bruno, Tom Etheredge and Robert Tamble as well as the City's talented staff. With a fresh set of eyes, energy and perspective, I shall serve fully and faithfully as long as you and the citizens of Smithville will allow.

I have attached my resume so you will have a better understanding of the breadth of my professional experience and successes.

Thank you for your thoughtful consideration.

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Monica Poss

MONICA POSS

(512) 775-0974 • MonicaInSmithville@gmail.com • Central Texas

SENIOR EXECUTIVE / MANAGEMENT CONSULTANT

- Corporate Finance/IPOs
- Real Estate Development/Investment
- Negotiations
- Acquisitions/Divestitures
- Growth and Turnaround Strategies
- Planning/Budgeting
- Public and Private Markets
- Licensing, Joint Ventures, Partnerships
- Business Development

SUMMARY

Senior executive with collaborative style and problem-solving, "get it done" attitude has more than 30 years of experience in public and private markets financing, acquisitions and divestitures, public/private partnerships, real estate development and investment, and financial and strategic planning.

- Multiple senior roles within a wide range of operational and strategic activities in partnership with sales, marketing, operations, investment and scientific stakeholders.
- Turnaround experience – corporate strategy pivot, new financing and renegotiating toxic debt.
- Participated in over \$2 billion of public and private financing on Wall Street.
- Affordable housing tax credit development, finance, and construction of low-income multifamily housing units in public/private partnerships.

PROFESSIONAL EXPERIENCE

REALTOR®

2011 – Present
Central Texas

- Strong relationship development skills resulted in extensive repeat client and referral business.
- In top 3% of licensed agents, based on production, prior to leaving Austin in 2019.

GB SCIENCES, INC – VP Corporate Planning – Las Vegas, NV March 2017 – October 2021
GBS GLOBAL BIOPHARMA, INC – CFO – Ottawa, Ontario, Canada September 2018 – October 2021
OTCQB-traded multistate biotech pharmaceutical research and development.

- Unique role evaluating and leading cross-department projects.
- Negotiated and executed \$24M divestitures of subsidiaries at substantial premium to market cap.
- Led \$10 million of new financing at extraordinarily favorable terms and renegotiated toxic debt.
- Initiated and closed licensing transaction to expand market reach with no capital investment.
- Negotiated and documented licensing, joint venture, partnership and other business transactions.
- Managed investment banking and legal counsel relationships.

POSS CONSULTING

2008 - 2011
Austin, TX

Principal

Consulting to the affordable and market rate housing industries.

- Multiple projects completed for City of Austin Neighborhood Housing & Community Development.

CESAR CHAVEZ FOUNDATION

2004 – 2008
Austin, TX

Acting Director of Texas

Non-profit affordable housing developer with over 5,000 multifamily units across four states.

- Manager of Texas operations responsible for all development aspects of multifamily units from site selection and feasibility analysis through construction and turn over to property management.
- Evaluated opportunities, negotiated and secured \$25 million of financing from private and competitive public sources.
- Produced comprehensive financial plans for development projects, both new construction and rehabilitation.

POSS HOMES, INC.

2002-2004
Austin, TX

Principal

Homebuilder and general contractor.

MONICA POSS

- Planned, managed and supervised development and construction of single-family homes.
- Developed effective working relationships with a variety of tradesmen and materials suppliers, maintaining a strong core construction team.
- Successfully used "green" construction methods and materials.
- Authored articles on sustainable development published in Natural Awakenings magazine.

POSS CONSULTING

1998-2002

Principal

San Francisco, CA and Austin, TX

Provided a wide range of financial and strategic analysis and consulting services for small businesses in industries including e-commerce software tools, specialty retail, hospitality, and manufacturing.

- Coached small business owners in the financial and strategic aspects of their businesses.
- Designed and developed return on equity frameworks and break-even analyses, marketing and merchandising plans and strategies.
- Advised clients on partnership discussions and employee compensation structures.
- For software client: solicited, negotiated, and closed more new customer relationships than all other four salesmen combined, significantly increasing company revenues. Asked by founders to deliver presentation to sales force on ways to improve their effectiveness.

CANADIAN IMPERIAL BANK OF COMMERCE

1993-1995

Vice President, Financial Advisory Services – promoted from Associate

New York, NY

North American financial institution with \$37 Billion market cap.

- Recruited by manager from Prudential Securities to join team establishing a U.S. investment banking division at CIBC.
- Persuaded CIBC to develop an industry-focused private equity investment fund and assisted in negotiations with joint venture partners.
- Worked with state officials to liquidate assets of insurance company in receivership.

PRUDENTIAL SECURITIES INCORPORATED

1989-1993

Associate, Investment Banking - promoted from Analyst

New York, NY

Prudential Securities (acquired by Wachovia Corp.) was the third largest full-service retail brokerage firm in the U.S. providing debt and equity underwriting, trading, research and sales, corporate finance and mergers and acquisitions advisory services for institutional clients.

- Raised over \$2 billion of capital, leading client CEOs on roadshows.
- Represented Prudential Securities as the lead or sole transaction execution banker.
- Developed marketing material and presentations distributed to investors/buyers and salesforce.
- Conducted valuations used to determine pricing strategies of company acquisitions, divestitures, and equity offerings.

CIVIC ENGAGEMENT

- Serve on City of Smithville Planning and Zoning Commission and Historic Preservation Design Standards Advisory Committee.
- Founder and leader of Smithville Yarn Bombers through December 2022.
- Created non-profit Friends of Smithville to bring together volunteers to repair substandard housing for elderly and disabled residents.
- Active in a variety of civic committees, volunteer groups, working groups in Smithville.
- Great Pyrenees rescue, fostering, and evaluation of adopters since 2019.
- Regularly post in social media about upcoming City matters and opportunities to try to increase public awareness and engagement.

EDUCATION

M.B.A. Stanford University Graduate School of Business, 1997

Founded and co-chaired first Conference on Entrepreneurship at Stanford University.

B.A. English Literature, Smith College, 1989

Served on student council.