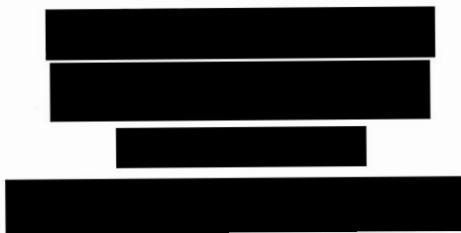


Eric P Brown



May 14, 2019

Washoe County
Human Resources Department
1001 E. Ninth Street, Building A
Reno, NV 89512

Regarding: Washoe County Manager Position

To the Washoe County Commissioners,

This provides my application to apply for the Washoe County Manager position. I am seeking an opportunity to serve Washoe County by leveraging my leadership and management skills that have been developed over 20 years of successfully serving in senior leadership positions in a variety of organizational settings. I have consistently excelled in leadership settings that require maintaining effective working relationships with multiple government and private business entities and would like the opportunity to serve as your next County Manager.

I look forward to hearing more about the position and the selection process. Please feel free to contact me at the contact email address or phone number provided above.

Sincerely,

A handwritten signature in cursive script that reads "Eric P. Brown".

Eric Brown

ERIC P. BROWN



EXPERIENCED AND INNOVATIVE ORGANIZATIONAL LEADER

Results-oriented and respected executive with a unique combination of strategic, financial and operational skills looking to transition to a new leadership position after successfully merging my current organization into a similarly missioned organization for sustainability. Executive leadership experience in multiple industries including health care, telecommunications, consumer packaged goods, television and digital media.

- Demonstrated leadership and team building skills effectively used to develop and manage organizations of all sizes to achieve organizational objectives.
- Strong written and verbal communications skills with experience utilizing social media as an organizational communications tool. Confident and accomplished public speaker.
- Demonstrated competency managing board governed organizations and managing board relationships.
- Maintains active working relationships with multiple federal and state policy stakeholders. Recognized as a leader with sound values and commitment to organizational success.
- Actively networks with health care and telecommunications policy makers from multiple states to share best practices to monitor and impact policy and regulatory matters.

PROFESSIONAL EXPERIENCE

California Telehealth Network • Sacramento, California • 2010 - Present

- As President & CEO, developed this non-profit organization from concept to the largest FCC funded statewide telehealth network in the U.S. serving over 300 clinics and hospitals in rural and medically underserved urban California communities.
- Collaborated with other California safety net stakeholders on the successful development and implementation of State legislation (AB415) which allowed doctors to be compensated for telemedicine patient consultations on the same basis as in person visits.
- Raised over \$7 million in operating capital over 5 years to fund operations.
- Maintains ongoing professional relationships with representatives from the Federal Communications Commission, California Public Utilities Commission, California Broadband Council, municipal government leaders as well as representatives from statewide education and telehealth networks from other states.
- Primary point of contact to recruit new health care clinics and hospitals to participate in the FCC funded Universal Service Fund programs.
- Developed and implemented the strategic plan that broadened CTN service offerings to include the federally funded California Telehealth Resource Center which provides telehealth training, implementation and technical assistance to over 1,200 California health care providers annually.
- In May 2017 obtained CTN Board approval to merge CTN with OCHIN, a larger national non-profit health information network to ensure long term sustainability of CTN. Currently serve as President of CTN reporting to the President & CEO of OCHIN.

WealthTV • San Diego, California • 2009 – 2010

- As Executive Vice President, collaborated with the owning family on programming enhancements and promotion campaign that helped drive +160% increase in viewership of the network as measured by set top box viewing data.
- Established and maintained affiliate relationships with major U.S. cable and satellite providers with an emphasis on DIRECTV and DISH Network.

The Africa Channel • North Hollywood, California • 2007- 2009

- Executive Vice President Sales and Marketing, led the marketing and affiliate relations team that doubled U.S. distribution from 1.5 million to over 3.0 million households within the first 12 months on the job, achieving distribution in major markets including New York City, Los Angeles, and Chicago.

CHARTER COMMUNICATIONS • Long Beach, California • 2003 - 2007

- Executive Vice President Operations, launched the cable industry's first all digital cable system in Long Beach, CA. This contributed to Charter being named "Operator of the Year" by *Cable World* magazine for 2004.

TIME WARNER CABLE • Minneapolis, Minnesota • 2000 - 2003

- Minnesota Division President, drove operational enhancements that improved customer service performance by reducing non-sales-related call center volume by 15% and field service calls by 30% which helped reverse subscriber declines, reduced field technician expenses and delivered record cash flow growth.
- Consistently achieved triple digit commercial services revenue and cash flow growth by prioritizing speed to market, building broadband networks to meet the needs of medium and small businesses.

LANDMARK EDUCATION SERVICES • Norfolk, Virginia

- Launched and became President of a division that provided post secondary career school education

CABASON INC. • San Diego, California

- Co-Founder of the firm that provided international fisheries consulting for developing nations

BUMBLE BEE SEAFOODS, INC. • San Diego, California

- Vice President Sales and Marketing

STARKIST SEAFOODS • Long Beach, California

- Product Manager, 9Lives Dry Cat Food

THE PROCTER & GAMBLE COMPANY • Cincinnati, Ohio

- Assistant Brand Manager, Pampers Disposable Diapers

EDUCATION

Master of Business Administration

University of Virginia, Colgate Darden School of Business • Charlottesville, Virginia

Bachelor of Science in Political Science

University of California Los Angeles • Los Angeles, California

PROFESSIONAL AWARDS AND BOARD MEMBERSHIPS

2018 To Present – California Teleconnect Fund Administrative Committee

2016 – Awarded CENIC Innovation in Networking Award for Broadband Applications

2016 – Awarded California Technology Champion of the Year, California State Fair

2013 To Present – Board Director, Schools, Healthcare and Libraries (SHLB) Coalition

2013 To 2016 – Board Director, Universal Service Administrative Corporation (USAC)

2004 To 2014– Board Director Bend Broadband and Central Oregon Cable Advertising

2004 Vanguard Award Recipient, Excellence in System Operations – National Cable Television Association