

March 28, 2022

Thomas Thomas  
City Manager  
CITY OF COMPTON  
205 S. Willowbrook Avenue  
Compton, CA 90220

RE: CITY OF COMPTON STAFFING OPPORTUNITY - ASSISTANT CITY MANAGER POSITION

Dear City Manager Thomas:

It is suitable to open this letter of interest to be your Assistant City Manager with a well-known quote from USA President, Theodore Roosevelt, who said *“people don't care how much you know until they know how much you care”*. This expression aligns with the citizenry's expectation in the appointment of executive managers for the City of Compton. I am offering my passionate interest to serve as your Assistant City Manager to help ensure a focused city administrative staffing on the requirements established for the residents, business organizations, and municipal employees interrelated to the City of Compton.

Credibly, I exert in my daily work style as a steady value-added element for the Compton community combined with the required administrative services. Since August 24, 2021, I am serving at the pleasure of Councilmember Lillie P. Darden, District 4, as her Liaison. Trustworthiness, honesty, and ethical integrity are the standards that Councilwoman Darden will reference from my day-in and day-out service in meeting the demands from this high-profile position.

Following graduation from California State University San José with a Bachelor of Science Accounting degree, I achieved management employee positions within the Aerospace, Telecommunications, and Healthcare insurance industries. I expanded my corporate management knowledge as an independent management consultant, and appropriately worked with city programs in Los Angeles, Long Beach, and Compton. My professional experience enables me to interpret and apply Federal, State and Local policies, procedures, laws and regulations, stemming partially from my small business development officer services in compliance with the California Public Utilities Commission (CPUC) guidelines, and expert witness testifying for telecommunication rate cases before the State legislature and CPUC.

Quite applicable to conceivably serving as your Assistant City Manager, I accomplished a meaningful assignment as the Purchasing Manager for Blue Cross of California that required my familiarity with business practices to effectively and fairly negotiate contracts for goods and services from large and small companies. This particular role included the selection, supervision, training and evaluation of staff personnel, where I was responsible for a \$50 million annual budget on such services requiring daily administrative follow through to ensure a cost-effective delivery to the company of competitively contracted products and services.

In 2000, I initiated and managed a federally designated 501 (c) (3) public benefit nonprofit organization and operated it from the former Family Savings Bank building on the corner of Rosecrans and Central Avenues in Compton, which is now retained by Wells Fargo Bank. While at that location, through a competitive bid, the City of Compton Economic Development Department awarded me a two-year contract to develop and manage an annual business expo at Compton's Crystal Hotel. This engagement achieved expanded relations with the local businesses that still holds value today with expanding business activity in the area.

My start as a government employee began April 16, 2016, with the City of Compton as the Senior Economic Development Specialist (**EDS**). My widespread business experience quickly presented Compton's city management with assigning my skills to a range of services analogous to that of a Swiss army knife. Whereby, I effectively managed business attraction, expansion and retention, opportunity zones, special events coordination, film permit review & preliminary approval, building permits expediting and conciliation with contractors, quarterly business roundtables, City Council Liaison training and responsibility fulfillment, request for proposal development & contractor engagements, Compton Housing Authority Hearing Officer, along with serving as Community Relations Commission Liaison.

From 2016 to 2020, under the Compton City Manager's Office, it was an auspicious privilege to work as the **EDS** in coordination of departmental teaming projects in carrying out quality municipal work product. Subsequent to the City's startling lay-off of City staff in July 2020, based on anticipated loss sales tax revenue from the Covid-19 Pandemic, I was recruited back to full employment, effective August 24, 2021, as Liaison to Councilwoman Lillie P. Darden.

This interruption of my municipal service notwithstanding, my work product journal from the two aforementioned positions with the City of Compton includes, but is not limited to;

- Business Attraction - Best Buy Distribution [Recruited Relationship with LAEDC],
- Business Attraction - Compton Studio Express Car Wash [Placed at 30-year vacant land site],
- Business Attraction – Everytable Restaurant,
- Business Attraction - Plenty Unlimited [Economic Incentive of an UUT Adjustment],
- Business Attraction - UPS Customer Center,
- City Manager's Office: Community Impact Report for Artesia Boulevard Road Closure,
- City Manager's Office: Land-Use Discussion Study for Charter School Development,
- City Manager's Office: RFP - Armed &/or Unarmed Security Guard Services,
- City Manager's Office: RFP - Citywide Graffiti Abatement & Prevention Services,
- City Manager's Office: RFP - Communications & Public Information Officer / Spokesperson,
- City Manager's Office: RFP - Governmental Relations & Lobbying Services,
- City Manager's Office: RFP - On-call Demand for IT Systems Engineering,
- City Manager's Office: RFP - To Provide Infrastructure Modernization & Utility Savings,
- City Manager's Office: RFP - Unmanned Aircraft Aerial Photography,
- City Manager's Office: Staff Report and Resolution for the City's Acceptance of Donation from the Compton 125 Historical Society,
- City of Compton 'Most Business-Friendly City' (nominee 2016 & 2017) by the Los Angeles Economic Development Corporation (LAEDC),
- Electric Vehicle (EV) Charger Program,
- Outdoor Furniture Refurbishment allowance from Clear Channel,
- SCE Streetlight Energy Savings Program.

Mr. Thomas, in selection of your Assistant City Manager, I am prepared to accept the importance of an executive city management role. Equally, I am significantly informed to effectually move a timely transition in administering the many decidedly accountable City projects.

Attached is my résumé for discussion, as I am easily accessible to be reached at work. My personal mobile phone and email address is (310) 637-7248, [deanleroyjones@aol.com](mailto:deanleroyjones@aol.com), respectively.

Enthusiastically submitted,

Dean L. Jones

Attachment - Résumé

Cc: Lillie P. Darden, Councilmember, City of Compton