

## Principal - Michael Alesandrini: 30+ year career features

- Executive management in finance & real estate industries
- Public policy leadership engaging local, state & federal; elected, administrative & agency officials
- Project management; Business & economic development
- State and federal regulatory responsibilities in banking & environmental protection

## Recent Work History:

2009 – 2016: Senior Consultant & Project Manager; St. Louis office of AECOM (formerly URS Corporation)

2005 – 2009: Ombudsman; Office of the Director, Missouri Department of Natural Resources

1996 – 2005: Director – Environmental Affairs; St. Louis Regional Chamber & Growth Association

Alesandrini is adept at **leveraging** this unique blend of public and private sector experience to best position clients for success. His institutional knowledge, management expertise and network of public and private sector colleagues enable him to advise, plan, support or lead in complement to a client's existing capabilities. He is best known for his ability to facilitate productive communication and collaboration in circumstances characterized by tumult, uncertainty or potential obstruction.

## Available Services:

### Government Relations

#### **Regulatory Affairs**

- Strategic Planning
- Compliance & Permitting Support
- Advocacy or Intermediation

#### **Legislative & Executive Affairs**

- Strategic Planning
- Advocacy & Lobbying
- Facilitation & Intermediation

#### **Multi-jurisdictional & Regional Collaboration**

- Strategic & Tactical Planning
- Facilitation & Intermediation
- Program Management & Support

### Economic & Community Development

- Strategic & Tactical Planning
- Community/Stakeholder Engagement
- Local, Regional, State & Federal Collaboration
- Application/Administration of Incentive Programs

### Program/Project/Task Management

- Needs Assessment & Due Diligence
- Creation of/Response to Solicitations
- Development of Scope, Budget & Schedule
- Program/Project/Task Execution

### General Management Support Services

- Communications Management: Internal & External
- Environmental Management & Sustainability
- Grant Writing & Administration
- Policies & Procedures Development
- Litigation Management

### Parkland Development Collaborative

- Private sector initiative to promote regional economic development & general well-being of the community; focused on optimal utilization of real estate assets & extraordinary natural resources located in Southeast Missouri.

## ***What is Leverage?***

*“The advantageous condition of having a relatively small amount of cost yield a relatively high level of return.”*

*“The power or ability to act on or to influence people, events, decisions ...”*

## **Value Added by Leverage:**

### **Government Relations**

An understanding of how government functions and how its elected and administrative agents gauge their own performance – usually as evaluated by those holding them accountable – is critical to consistent and effective engagement of “the government” – both regulatorily and politically. **Leverage** possesses that understanding as well as the ability to lend informed perspective on protocols, personnel and political climate affecting decisions that could impact you.

### **Economic and Community Development**

**Leverage** excels at connectivity; helping to put the right people around the right table in the right environment to facilitate successful outcomes. **Leverage** can help coordinate local talent, ideas and energy as well as access available public and private sector resources – at local, state and federal levels – necessary to support effective economic development efforts.

### **Program/Project/Task Management**

Program, project or task management is fundamentally tied to thoughtfully developed, well articulated and prudently controlled scope, budget and schedule. Further, effective management requires routine and thorough communication of expectations/feedback to project team members, and progress/results to clients (and stakeholders if so directed). **Leverage** has the expertise (executive and certified project management) to execute work plans and communicate as appropriate to produce successful outcomes.

### **General Management Support**

**Leverage** provides support for an array of potential management challenges based on 30+ years of executive, program and project management experience. **Leverage** provides insight, perspective and subject matter expertise, as well as attendant service to satisfy a client’s ad hoc management needs.

### **Parkland Development Collaborative**

The Southeast Missouri region is known for its association with the mining industry. It has long been recognized for an abundance of natural resource-based recreational opportunities as well. Management of each and reconciliation of both legacies for the well-being of the region are top priorities of local, state and federal leadership in both the public and private sectors.

**Leverage**, by virtue of its Principal’s personal interest in the region and professional familiarity with salient issues and stakeholders, is committed to serving as a private sector vehicle for proactive, strategic and collaborative approaches to improve stewardship, public health and economic vitality in the region.