

Norm Chafetz

PROFILE

Experienced in regional transportation planning and development, government and public affairs, project management, community and media relations, trade association management, strategic planning, business development, sales and marketing. Excellent analytical, communication and inter-personal skills. Proficient in the use of popular PC software applications and the Internet.

EMPLOYMENT HISTORY

Distributed Scorer (Part time), Pearson Educational Measurement **2006 - Present**
Read and assign scores to the written essay portion of the ACT College Entrance Exam.

Business Development Consultant, Austin, TX **2001 - Present**
Assist information technology companies in development and fulfillment of their public sector sales and business development objectives and public relations strategies. Conduct organizational analyses, media outreach, market research, strategic plan development, competitive analyses, lead generation and sales presentations. Assist in developing responses to RFP's and RFQ's. Clients include SchlumbergerSema, Metadot, Caleb Technologies, Ipso Facto and Odyssey.

Regional Sales Director, Carta, Inc., Austin, TX **1998 - 2001**
Consulted with state and local government agencies on ways to use the Internet to more effectively handle E-Government initiatives such as on-line licensing, tax payments and permitting. Sold systems integration services. Developed relationships and alliances with strategic business partners.

Executive Director, Arizona Transit Association, Phoenix, AZ **1995 - 1998**
Led a 115 member non-profit association. Supervised all association functions including legislative and regulatory agency relations, public information and media relations, community outreach, coalition building, budget development and management, membership recruitment and retention, Board Committee coordination, fund raising, conference and meeting planning, newsletter production and member communications.

VP of Marketing, Exprofuels, Austin, TX **1991 - 1995**
Supervised the sales, marketing and business development activities of an organization involved in marketing alternative fuels to government and commercial fleets. Obtained and managed a major fleet conversion contract at Tinker Air Force Base in Oklahoma City. Represented the company in relations with the U.S. Environmental Protection Agency, the U.S. Department of Energy, the Texas Natural Resource and Conservation Commission and the Texas Legislature.

Government Marketing Director, CompuAdd Corporation, Austin, TX **1987 - 1991**
Organized, staffed and supervised the government and educational sales and marketing channel for a personal computer manufacturer accounting for over 20% of company revenues. Oversaw all public sector business development activities. Negotiated computer supply contracts for the states of Texas, Colorado and Georgia. Negotiated the federal GSA contract.

Director of Government Relations, Capital Metro, Austin, TX **1985 - 1987**
Organized and supervised the federal, state and local intergovernmental relations program for a newly created regional transit authority. Obtained over \$60 million in federal grants for transit system development. Involved in major transportation project planning and programming. Represented the agency in dealings with the U.S. Congress, the Texas Legislature, local governments and relevant regulatory agencies.

Director of Grants Administration, Houston Metro, Houston, TX**1979 - 1985**

Organized and supervised the federal grants program. Obtained over \$250 million in federal grants for transit system development. Involved in major transportation project planning and programming. Represented the agency in dealings with the U.S. Congress, the Texas Legislature, local governments, the Houston-Galveston Area Council of Governments and relevant regulatory agencies.

Senior Program Manager, Federal Transit Administration, Chicago, IL**1973 - 1979**

Managed multi-million dollar federal planning and capital grant programs designed to assist Metropolitan Planning Organizations and local transit authorities in improving regional mobility. Involved in certification of the regional planning process.

Transportation Planner, Northeastern Illinois Planning Commission, Chicago, IL**1970 - 1973**

Assisted in developing a long range comprehensive transportation plan for northeastern Illinois and northwestern Indiana. The primary focus was on addressing future commuter rail and feeder bus expansion needs to meet suburban growth. Also involved in reviewing local transportation improvement plans for consistency with the regional land use plan.

EDUCATION**BA Political Science**

Southern Illinois University, Carbondale, IL

Graduate Study Public Administration

Roosevelt University, Chicago, IL

Urban Mass Transit Management Seminar

Northeastern University, Boston, MA

Chicago Transit Authority Technical Institute

Chicago, IL

Bay Area Urban Transit Institute

San Francisco, CA

PROFESSIONAL AFFILIATIONS & COMMUNITY SERVICE

American Public Transit Association - Legislative and Transit Board Members Committees

American Society of Association Executives

American Society for Public Administration

Anderson Mill Municipal Utility District - Board of Directors

Anderson Mill Neighborhood Association - President

Arizona Town Hall on Transportation Participant

Austin Clean Cities - Marketing & Infrastructure and Legislative Subcommittees and Executive Committee

Capital Area Regional Transportation Planning Organization

Capital Metropolitan Transportation Authority Board of Directors

Central Texas Association of Utility Districts

Houston Chamber of Commerce - Government Affairs Committee

Lone Star Rail District Board of Directors

Paramount Theater, Austin, TX - Board of Directors

Phoenix Chamber of Commerce - Transportation Committee and Valleywide Transit Task Force

Tempe Chamber of Commerce - Transportation Committee

Texas Natural Resource Conservation Commission - Alternative Fuels Working Group

Texas Society of Association Executives

Zoning Board of Appeals, Wheeling, IL - Member

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Transportation Experience Synopsis

Over seventeen years of experience in the planning, design and financing of public transportation and intermodal projects. This includes regional planning, public involvement, demand forecasting and modeling, major investment studies, Transportation Systems Management Analysis, consultant selection and management, peer review, preliminary engineering, station area planning, intermodal integration, way and structure design, right of way acquisition, vehicle specification development and acquisition, service and operational planning, contract management and project management.

Relevant Experience

Transportation Planner, Illinois Department of Transportation

Managed a study of transit distribution options within the Chicago Central Business District. This included development of an east-west subway line to link the commuter rail stations on the western side of the CBD with the central and northern sections of the CBD. It also included a study of the feasibility of relocating the loop elevated structure below grade.

Transportation Planning Manager, Northeastern Illinois Planning Commission

Supervised a project team involved in developing a long range comprehensive transportation plan for northeastern Illinois and northwestern Indiana. Primary focus was on addressing future regional commuter rail and feeder bus expansion needs to meet suburban growth. Also involved in reviewing local transportation improvement plans for consistency with the regional land use plan.

Senior Program Manager, Federal Transit Administration

Served as the federal program representative for several major rail development and bus expansion projects in the Midwest. These included the CTA rail extension to Chicago's O'Hare Airport, the development of new rail service along the southwest corridor to Chicago's Midway Airport, the development of new commuter rail service from the Chicago Central Business District to the northwest suburbs, the Shaker Heights Light Rail Extension in Cleveland, Ohio, the Detroit Light Rail Major Investment Study, the Dayton Light Rail Feasibility study, and the Minneapolis-St. Paul Rail Feasibility Study.

Federal Relations and Grants Director, Houston Metro

Member of a project team involved in the planning and financing of the Alternatives Analysis/DEIS, Preliminary Engineering and Rail Vehicle Acquisition for the Westpark Rail Project. Also involved in the planning and implementation of several HOV lane projects, Park and Ride expansion projects and a major bus and maintenance facility expansion program. Successfully acquired over \$260 million in federal grants to fund major systems improvements. Assisted in development and implementation of community outreach programs.

Government Relations Director, Capital Metro

Project team member of the original Transitway Corridor Analysis Project and on the project consultant selection team. Also involved in the planning and development of Capital Metro's Park and Ride and bus expansion program. Successfully acquired over \$30 million in discretionary federal grants funds for major systems improvements. Assisted in development and implementation of community outreach programs. Involved in acquisition of railroad ROW.

Executive Director, Arizona Transit Association

Involved in Valleywide transportation initiatives such as the Governor's Air Quality Task Force, the Phoenix Chamber of Commerce Transportation Committee and the Arizona DOT Transit Group. Member of the Arizona Town Hall session that developed statewide transportation investment and policy recommendations to the Governor and Legislature.

Board Member, Capital Metropolitan Transportation Authority Board of Directors

Involved in CEO recruitment and evaluation, review and approval of the annual capital and operating budget, transit service changes, and major procurements. Served as the Capital Metro representative on the Lone Star Rail District.

Additional

I have also gained relevant experience through my participation in the Chicago Transit Authority Technical Institute, the Bay Area Urban Transit Institute, APTA committee participation and through first hand exposure to new and existing bus and rail systems in many cities around the country.