

DON P. BROWN, JR.

Brown for Mayor



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brownforlouisville.org



RESPECT THE PAST, EMBRACE THE FUTURE.

Let's work together to nurture the people and places that make our city sparkle. Let's also welcome innovation and pursue excellence in all we do.

EXPERIENCE

FOUNDER & MANAGING DIRECTOR

Optimal Blue Secondary Services / November 2004 To Present

- Founder of Optimal Blue Secondary Services, formerly Secondary Interactive, LLC, which provides pricing, secondary marketing risk management and best execution consulting services and technology to mortgage bankers nationwide.
- Built \$7M per year business that is now part of a \$45M per year organization and is a leading innovator in the mortgage technology space.
- Negotiated strategic partnership with Optimal Blue, LLC
- Spearheaded initiative to expand the spectrum of secondary marketing services to include pricing, lock desk, loan commitment and, most importantly, investor relations and improved pricing strategies.

VP, BUSINESS DEVELOPMENT

Flatirons Capital Management, LLC / April 2001 To November 2004

- Organized and managed six-employee secondary marketing consulting firm with nationwide clientele.
- Spearheaded sales and marketing initiatives.
- Created Hedging101 coursework and organized seminars educating prospects and clients on the basics of mortgage pipeline risk management.

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EXPERIENCE CONTINUED

VP, BUSINESS DEVELOPMENT & GENERAL COUNSEL

Zenodata Corporation / July 2000 To March 2001

- Lead business development and legal aspects of start-up public records information service provider.
- Involved in all aspects of capital and business formation.
- Developed nationwide network of county clerks for data acquisition relationships.
- Personally responsible for assembling a national team of advisors.
- Responsible for all legal transactions including formation, vendor and customer contacts, securities and intellectual property.

PRESIDENT & CEO

Techbutler, Inc. / November 1999 To June 2000

- Founded company focusing on providing high-touch, remote control to call centers supporting hardware and software products.
- Drafted business plan and financial model for growth of company.
- Spearheaded efforts to obtain angel and venture capital funding of initial funding round.
- Developed structure and strategy for initial capital formation.
- Led recruiting efforts for formation of initial management team and strategic partners.

VP, BUSINESS DEVELOPMENT & GENERAL COUNSEL

Powerworx Online, Inc. / January 1997 To October 1999

- Actively participated in all phases of the establishment and growth from a concept stage to operations with over 120 employees;
- Established legal department including initial drafting of all affinity partner, wholesale, subscriber, original equipment manufacturer, training, asset acquisition, web hosting and co-location agreements;
- Efficiently managed outside expert counsel on litigation, employment and intellectual property issues;
- Responsible for initial Sales and Marketing strategy that resulted in over 100 affiliates and 10,000 ISP customer sign-ups in first 18 months of operations.

PARTNER

Clark, Brown & Rupert, Llp / March 1996 To December 1997

- Founded law firm focusing on real estate, water, environmental, litigation and corporate issues.
- Managed financial affairs including initial capitalization and ongoing billing and expense management.

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EXPERIENCE CONTINUED

MANAGING ASSOCIATE

Law Offices Of John D. Musick, Jr. & Associates / November 1993 To March 1996

- Managed a staff of eight including four attorneys while overseeing representation of corporate, real estate, water, natural resource and environmental clients throughout the western United States and Hawai'i.

ASSOCIATE ATTORNEY

Cutler & Stanfield / April 1990 To October 1993

- Represented prominent municipalities nationwide regarding environmental and political issues surrounding the development effects of major airports.

LAW CLERK

Colorado Attorney General's Office - Cercla Litigation Section / December 1989 To March 1990

- Research and briefed appeal of Federal District Court decision mandating federal rather than local clean up standards for mine tailing remediation project between Ouray and Telluride, Colorado.

FAMILY

Wife – Karen E. Brown

Center Executive & Director of
Middle School Programming
YMCA of Boulder Valley

Son – Don P. Brown, III (Donny)

Daughter – Kathryn Ruth Brown (Katy)

EDUCATION

UNIVERSITY OF COLORADO SCHOOL OF LAW

Boulder, CO

J.D. received in May 1989

Grade Average 83.2/100

Class Rank 39/152

NORTHWESTERN UNIVERSITY

Evanston, IL

B.A. - Economic History received in June 1984.

Inter-fraternity Council Provost, Beta Theta Pi Fraternity,

Varsity Wrestling and Lacrosse

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CIVIC AND COMMUNITY ACTIVITIES

Imagine! Foundation

Board of Directors / 2013 to Present

Chair / 2017 to Present

Via Mobility Services

Board of Directors / 2010 to Present

Boulder County Democratic Party

Chair, 2008 Permanent Organizing Committee / 2008

Centaurus High School Home Run Club

Treasurer / 2007 to 2010

Community After Prom Parents Association

Chairperson / 2008

Louisville Senior Foundation

Chairperson / 2008 to 2010

Vice-Chair / 2011 to Present

City of Louisville, Colorado

Councilman / 2000 to 2007

Mayor Pro-Tem / 2005 to 2007

Business Retention & Development Comm.,

Chair / 2004 to 2007

Home Rule Charter Commissioner / 2001

Board of Adjustments / 1996 to 1999

Youth In-Line Hockey Coach / 1998 to 2004

Tree Board / 1994 to 1996

Denver Regional Council of Governments

Board of Directors / 2001 to 2007

Administrative Committee / 2004 to 2005

Nominating Committee / 2005

MetroVision Issues Committee/ 2003 to 2007

Ad Hoc Comm. on Transportation Funding Criteria / 2004 to 2005

Ad Hoc Comm. on Urb. Growth Boundary ("UGB") Criteria / 2002 to 2003, 2007

Ad Hoc Comm. On Transportation Funding Criteria / 2004 to 2005

Ad Hoc Comm. On UGB Policy / 2006, 2007

Ad Hoc Comm. On 2035 Metro Vision Update / 2007

Boulder County Consortium of Cities

Louisville Representative / 2003 to 2007

Vice Chairman / 2005 to 2006

Revenue Stability Task Force / 2006 to Present

Transportation and Transit Task Force / 2004 to 2006

Colorado Municipal League

Ad Hoc Committee on Tax Policy / 2003

YMCA of Boulder Valley

Board of Directors / 1998 to Present

Activate America Chairperson / 2004 to 2006

Community Development Committee Chair / 2001 to 2007

Strong Kids Campaign / 1997 to Present

Campaign Co-Chair / 2006-2007

Division Leader / 1999 to 2005

Team Leader / 1998

Youth T-Ball Coach / 1996, 1999

Parent/Child Program Tribal Chief / 1998 to 2000

Youth Ice Hockey Coach / 2001 to 2003

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CIVIC AND COMMUNITY ACTIVITIES CONTINUED

University of Colorado School of Law Alumni Association

Board of Directors / 1997 to 2001

President / 2000 to 2001

Avista Adventist Hospital

Golf Tournament Organizing Committee / 2005

University of Colorado Athletic Department Mentor Program

Mentor for Student/Athlete / 2003 to 2005

Timberline Symphony Orchestra

Leading Fundraiser and Guest Conductor / 2002

Louisville/Centaurus/Monarch Little League

Head Baseball Coach / 2004

Assistant Coach / 1999 to 2003

Louisville Youth Baseball Association

Head Coach / 2005-2007

Assistant Coach / 2004-2005

Arts Village Colorado

Louisville Council Liaison / 2000 to 2003

Arts and Humanities Assembly of Boulder (now BCAA)

Board of Directors / 1998 to 2000

Boulder Chamber of Commerce

Chairman, Leadership Boulder Program / 1996 to 1997

Leadership Boulder Graduate / 1995 to 1996

Leadership Boulder Business & Industry Session

Organizer / 1997 to 2001

Denver Athletic Club

Bowling Committee / 1991 to 1995

Chairman, Bowling Committee / 1993 to 1995

Athletic Committee / 1993 to 1995

Budget and Finance Committee / 1994 to 1995

Member Conduct Review Committee / 1994 to 1995

Legal and Bylaws Committee / 1993 to 1995