

Cody Brown – JEDD Board Member, Troy Township

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PROFESSIONAL SUMMARY

Economic development professional with over five years of experience in grant and incentive program management and more than a decade of project management experience. Skilled in building relationships with businesses, community stakeholders, and public partners to support business attraction, retention, and expansion efforts. Experienced in administering public funding programs, monitoring compliance, and managing complex development initiatives. Passionate about strengthening communities through effective program management and strategic collaboration.

TECHNICAL PROFICIENCIES

Microsoft Office Suite, Google Suite, Salesforce Development, Grant Management Programs, Web-design software, and Adobe Acrobat Products.

EXPERIENCE

CITY OF TOLEDO

MANAGER OF DEVELOPMENT | FEBRUARY 2023 – PRESENT

ECONOMIC DEVELOPMENT SPECIALIST | JUNE 2020 – FEBRUARY 2023

RESPONSIBILITIES

- Represent the City to new and existing businesses, as well as to partner organizations
- Implement the Business Retention and Expansion Strategy for tradable businesses
- Manage, improve and regularly market the Toledo Expansion Incentive, Commercial and Industrial Tax Abatement, Residential Tax Abatement, and Municipal Jobs Creation Tax Credit Programs.
- Lead the City's submission for JobsOhio site searches and monitor progress.
- Represent the City in site visits.
- Regularly network with commercial real estate brokers, community leaders and business support organizations.
- Regularly review agendas for Toledo City Council, Board of Zoning Appeals, and Toledo City Plan Commission to identify business outreach opportunities, proposed process and/or code modifications that could impact economic development.

SAM MELDEN FOR TOLEDO CITY COUNCIL

CAMPAIGN MANAGER | MARCH 2022 – DECEMBER 2023

RESPONSIBILITIES

- Manages full lifecycle of 6 grant programs and 1 loan program
- Standardizes and consistently refines key funding processes and protocols

MAYOR'S ASSISTANT | CITY OF TOLEDO | SEPTEMBER 2019 – JUNE 2020

- Served as a City representative at civic, community, and outside agency events and functions and made presentations and/or speeches as necessary.
- Encouraged the retention and creation of jobs and capital investment in the City by coordinating and writing letters of support on behalf of the Mayor.
- Promoted and marketed the City to outside developers, corporations, and industries by coordinating efforts to prepare the city for the 2021 Solheim Cup.

PUBLICATIONS EDITOR | TJ METZGERS, INC. | JANUARY 2016 – SEPTEMBER 2019

- Served as a City representative at civic, community, and outside agency events and functions and made presentations and/or speeches as necessary.

COMMUNITY ENGAGEMENT

- **HOST | INTERNATIONAL HUMAN TRAFFICKING & SOCIAL JUSTICE CONFERENCE | 2020 – 2024**
- **ADVISORY BOARD MEMBER | NWO MINORITY BUSINESS ASSISTANCE CENTER | 2021 – 2023**
- **BOARD MEMBER | TOLEDO-LUCAS COUNTY SUSTAINABILITY COMMISSION | 2019 – 2023**

EDUCATION

BACHELORS OF BUSINESS ADMINISTRATION DEGREE | THE UNIVERSITY OF TOLEDO

Anticipated completion date: December 2026 | Current GPA: 3.89

OHIO CERTIFIED ECONOMIC DEVELOPER | OHIO ECONOMIC DEVELOPMENT INSTITUTE

Certification received in 2023