



Development Management Group, Inc.

economic development ■ fiscal & economic impact analysis ■ development management

Overview of Business Activities

Development Management Group, Incorporated (DMG, Inc) specializes in services related to economic analysis, forecasting, site selection, development management, market/development feasibility, EB-5 Visa employment analysis, financing and economic development activities.

Foundation of Experience and Results

The company founder, Michael Bracken brings over 25 years of local, regional and state government experience in the fields of economic development, redevelopment, housing and sales and use tax administration. Bracken holds a Bachelor's Degree in Business Administration and a Master's Degree in Public Administration from The California State University San Bernardino (CSUSB). He co-designed CSUSB's Master's level course titled *Management of Local Economic Development*, which trains economic development professionals in business recruitment and effective use of financial and tax incentives. Bracken has completed over 250 economic, job and fiscal impact analysis. He is widely quoted in media throughout Southern California and advises various local, state and federal elected officials on matters pertaining to the economy and has testified before state and federal legislative bodies as well as serving as an expert witness in both state and federal courts.

Bracken is a co-founder and serves on the Board of Directors of Community Valley Bank, a publically traded financial institution headquartered in Southern California. Additionally, Bracken currently serves as a member of the California State University San Bernardino (CSUSB)-Board of Governors, Desert Sands Unified School District Facilities Development Board and Bracken is a former member of the Riverside County Workforce Development Board. Finally, Bracken is a former NCAA distance runner and a TAC/USATF All-American in Cross Country. As a Master's Level athlete, he holds both national and world rankings and competes as a member and Co-Captain of the Jamul Toads.

Professional Recognition

- * Two-Time Award of Excellence Winner: California Association for Local Economic Development (CALED)
- * Eight-Time Award of Merit Winner: California Association for Local Economic Development (CALED)
- * Gannet/Desert Sun: Top 75 Leaders in History of the Coachella Valley (2002)
- * Inland Empire Business Journal: Top 40 Under 40 Business Leaders (1999)
- * California State University Alumni of the Year by the President of CSUSB and the Chancellor of the CSU (2007)

List of Market Analysis Projects (Direct and Commissioned Reports):

Big 5 Sporting Goods
Chipotle
City Wok Restaurants
Costco Corporation

Ford Motor Company
Kia Motors
Starbucks
Toyota Motor Corporation (both USA & Mexico)

Our Client List for Economic, Job & Fiscal Impact Analysis (Including EB-5):

AEG Live/GoldenVoice, LLC
Cilion, Inc., (Ethanol Production Facility)
City of Imperial, California (Pre-Annexation)
Communities for California Cardrooms
County of Imperial (Renewable Energy Generation & Prison/Detention Facilities)
Denley Development & Management (New Construction Development-Los Angeles)
Edison Mission Energy, an Edison International Company (Solar Energy Development)
Elmore Sports Group, Limited (Owner/Operator Baseball, Soccer & Hockey Franchises)
Imperial Valley College (Economic Impact of College Campus)
Keystone Planning Area (County of Imperial / City of Imperial)
Liberty Energy, Imperial County & Kern County (Biomass Energy Production)
Manheim Investments, Inc.-Riverside, Fontana and Anaheim, California (Wholesale Auto Auctions)
Natural Econometrics, Incorporated
Sanitation District of Los Angeles County Mesquite Regional Landfill
Tenaska Energy (Solar Energy Production)
Wesley Oliphant (Tuscany Heights, LLC) (Expert Analysis-United States Bankruptcy Court)

Our Client List for Development/Site Selection Projects Include:

Guy Evans, Incorporated	10 West Motorsports, Inc.
The A.C. Houston Lumber Company	California Plastering, Inc.
Tandem West Glass, Inc.	Tandem West Group, Inc.
The California State University	Manheim Auto Auctions, Inc.
Ferguson Plumbing, Inc. (a Wolseley Company)	Chapman Enterprises, Inc.
Hathaway & Sons Building Materials	Liberty Energy Resources, Inc.
Sepulveda Building Materials, Inc.	Enjoy Development

Our Client List for Public and Public/Private Partnership Projects Include:

California State University San Bernardino Palm Desert Campus: School of Communication Market Analysis
City of Colton CA: Economic Development and Fiscal/Economic Impact Consulting Services
City of Desert Hot Springs, CA: Economic Development Strategic Plan & Implementation
City of Imperial, CA: Economic Development Business Recruitment & Ombudsman Services
City of Lake Elsinore: Economic Development Business Recruitment & Ombudsman Services
City of Needles, CA: Economic Development Business Recruitment & Ombudsman Services
County of Imperial, CA: Comprehensive Economic Development Strategic Plan
County of Imperial, CA: Three-Year Implementation Plan
County of Riverside, CA: Countywide and Sub-regional Economic Development Strategic Plans
Imperial Valley Economic Development Corporation:
 Marketing Plan & Internal Communications Plan / Lead Protocol/Investor Recruitment Program
 Executive & Professional Employee Performance Program
San Diego Regional Economic Development Corporation/National University
Southern California Association of Governments
 Economic Growth Strategy Panel of Experts (San Bernardino, Riverside, Imperial & Kern Counties)
 Economic Forecasting Projects