

# JEFFREY S. BREGLIO

CONTACT ME: FOR ONLINE SECURITY, PLEASE USE THE  
"CONTACT" LINK ON MY WEBSITE : JEFF@JEFFBREGLIO.COM

## EXECUTIVE PROFILE

Versatile professional with 20 years strategic consulting, managerial, development & legal experience

### **BUSINESS DEVELOPMENT** – Founded, Developed and Managed:

- ◆ Successful consulting practice serving hundreds of clients with a valuation over \$30M in business interests in the corporate, media, entertainment, finance and real estate industries and focusing on start-up design, fundraising, legal considerations, employee relations, growth management and business processes
- ◆ Profitable real estate investment companies with \$10M+ in transactions including securing private funds, conducting market research & profitability analyses, and acquiring, rehabilitating, managing & disposing of residential and commercial properties
- ◆ Novel web-based media company with pre-financing valuation of \$2M that redesigned distribution access for independent film creators through online platforms and social networking while supporting traditional independent theatrical outlets

### **PROJECT MANAGEMENT** – Successfully Managed:

- ◆ Dozens of employees, independent contractors, vendors & sales agents to effectively manage numerous real estate projects, including market research, fundraising, budgeting and rehabilitation for B&A Habitats and Marathon Property Management Companies
- ◆ Technology, web design & programming and marketing departments as well as, finance and sales staff for Global Independent Media, LLC
- ◆ Academic support program for Brigham Young University coordinating administration and faculty with academic & counseling departments to recruit, train and organize hundreds of volunteers to assist thousands of students on academic probation
- ◆ State-wide athletic events for Alpine School District including the coordination of dozens of teams & officials and thousands of athletes as well as leading corporate sponsorship drives

### **STRATEGIC INNOVATION** – Creatively designed:

- ◆ Novel solution to independent film distribution issues incorporating an online platform with proprietary business model into traditional brick-and-mortar outlets for Global Independent Media, LLC
- ◆ Successful strategy to lobby local and state Utah governments to support and develop a film and media arts center in Salt Lake City on behalf of the Salt Lake Film Society, The Salt Lake Film Center and SpyHop Productions
- ◆ Salient talking points for the Utah Aids Foundation's major healthcare-related public campaign balancing sensitive political considerations with organizational goals regarding federal and state aids-related funding sources and use
- ◆ Sensitive policy to guide the Salt Lake Film Society through initial stage growth, development and founder hurdles leading to a functional and stable mid-size organization that included an advisory board and development committee

### **LEADERSHIP & COMMUNICATION:**

- ◆ Led successful relationship building and collaborative efforts of three competitive and personality-divisive non-profit organizations resulting in a memorandum of understanding to further joint goal of developing and supporting mixed-media in Salt Lake City, Utah
- ◆ Wrote press releases, talking points, strategy documents, business plans and corporate communiqués for stakeholders, officials and community organizations to further lobbying efforts in the real estate, health care and arts industries
- ◆ Successful professional author and editor: Published historical-fiction work titled "Saints and Soldiers" (2003); edited and researched numerous professional texts and journal articles for doctors at Georgetown University and National Institutes of Health
- ◆ Accomplished professional event speaker and lecturer on corporate structure, small business finance, real estate investment and asset protection before hundreds of students, clients, professionals and stakeholders

Please, see [www.JeffBreglio.com](http://www.JeffBreglio.com) for more detailed information

## PROFESSIONAL BACKGROUND

### CONSULTANT

1999 – Current

#### ◆MEDIA & ENTERTAINMENT:

- BREGGIO CONSULTING SERVICES, INC, *President* (1999 – Current): Consulted numerous entertainment and multi-media companies on business organization, fundraising, production management, intellectual property protection, mergers, exit strategies and distribution
- GLOBAL INDEPENDENT MEDIA, LLC, *CFO/COO* (2006 – Current): Developed, funded, budgeted and managed Internet social networking and marketplace for artists including business plans, strategy, financial forecasting, daily operations and legal
- SALT LAKE FILM SOCIETY, *Director* (2004 – 2010): Led film exhibition non-profit organization and consulted on growth, fundraising, development & lobbying strategies as well as legal structures

#### ◆BUSINESS & LEGAL:

- BREGGIO CONSULTING SERVICES, INC., *President* (1999 - Current): Provided legal and business development advisement and consultation to hundreds of clients on business formation, corporate finance, mergers, private placements, employment, intellectual property, asset protection, entertainment, media and real estate
- UTAH AIDS FOUNDATION, *Trustee* (2006 – 2009): Advised and consulted statewide healthcare non-profit organization on fundraising, policy and legal strategies

#### ◆REAL ESTATE:

- BREGGIO CONSULTING SERVICES, INC., *President* (1999 – Current): Provided real estate investment strategy and education including market research, financial forecasting, profit maximization and disposition
- B&A HABITATS, LLC, MARATHON PROPERTY MANAGEMENT, LLC, *Partner & Manager* (1999 – 2009): Funded and managed real estate holding company providing market research, program development, property procurement and disposition & managing full-time, part-time and independent contractor personnel
- MY INVESTING PLACE, FLAGSHIP FINANCIAL, MJA REAL ESTATE, ET. AL., *Speaker* (2005 – 2009): Featured speaker at professional legal, real estate and corporate events

### EDUCATOR/RESEARCHER

1989 – 2003

- ◆UTAH VALLEY UNIVERSITY, SCHOOL OF BUSINESS, *Instructor* (1998 – 2004): Lectured large-section Business Law, Juvenile Law & Microeconomics and Macroeconomics courses
- ◆UTAH VALLEY UNIVERSITY, ENGLISH DEPARTMENT, *Instructor* (1998 – 2003): Taught creative writing, advanced composition, and rhetorical writing & speaking
- ◆ALPINE SCHOOL DISTRICT, *Teacher* (1993 – 1998): Taught remedial English & marketing and coached track & cross-country teams in a rural Utah high school
- ◆NATIONAL INSTITUTES OF HEALTH, *Researcher* (1994 – 1995): Conducted allogeneic T-cell breast cancer research with 10 article bylines in journal “blood” under Dr. Ronald Gress and Dr. Dan Fowler
- ◆GEORGETOWN UNIVERSITY, *Researcher* (1989 – 1993): Researched &v edited professional papers, books and texts for Dr. Robert I. Simon
- ◆RESEARCH/STRATEGY/MANAGEMENT, INC, *Researcher/Analyst* (1989 – 1994): Political & social demographic research, polling and analysis

### INTERNATIONAL EXPERIENCE

On-going

- ◆BOLIVIA, *Rotary Club Int’l, Volunteer* (Spring 2010): Micro-enterprise, health care and human rights advisement
- ◆ITALY, *Personal* (Spring 2011): Tourist, language research
- ◆THAILAND, CAMBODIA & CHINA, *Personal, Research* (Fall 2004): Tourist and mythology research
- ◆ISRAEL & EGYPT, *Brigham Young University, Student* (Summer 1990): Middle-eastern history & politics education
- ◆COLOMBIA, *LDS Missionary Services, Volunteer* (1986 – 1988): Community & social services provision

## EDUCATION AND HONORS

- ◆**Juris Doctorate:** J. Reuben Clark Law School, Brigham Young University, Provo, UT 1995
  - Member: Utah Bar, 1998 – Current
  - Landlord-Tenant Arbitration Board Honoree & Moot Court Team Honoree
- ◆**Bachelor of Arts:** Economics with International Relations minor, BYU, Provo, UT 1991
  - Alvina S. Berrett Scholarship recipient in Economics

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