

Brian Regli, Ph.D.

815 Pardee Lane
Wyncote, PA 19095
215 886 2362
bregli@myrevere.com

Professional Experience

Chief Executive, Revere Suburban Realty (2001-2006; 2014-Present), Philadelphia PA

- Restructured and streamlined our family's third generation property development and real estate management business
- Managed a team of 100+ employees and contractors responsible for collecting and servicing our multifamily and commercial property portfolio, with total annual rents of \$16 million.
- Developed and implemented software systems for general ledger, billing, and property management across a portfolio of 800 apartment units and more than 450,000 sf of retail and office properties
- Placed more than \$185 million in new debt issuances for the company, including two Commercial Mortgage-Backed Securities (CMBS) loans of greater than \$40 million each.
- Managed all finance, administration and contract performance for more than \$20 million of new construction and fitout projects from 2016-2022, including the development of a new 36,000 sf office building in Abington PA and an eight-screen movie theater in Huntingdon Valley PA
- Negotiated and executed the sale of more than \$100 million of multifamily and commercial properties on behalf our family, coordinating governance, tax and financial reporting with dozens of other family members.

Chief Financial Officer, DVNC LLC (2020-2022)

- Founding member of a video game development company based in Glenside PA
- Established a new distributed model for art asset development, leveraging Discord and other communications platforms
- Built partnerships with Microsoft and TopHat Publishing to develop the Monochrome RPG, a 1920s themed video game with planned release in Q2 2022.

Director of Commerce, Montgomery County (PA) (2012-2014)

- Served under the administration of Josh Shapiro, Leslie Richards and Bruce Castor and a full participant in senior staff efforts to improve the performance of all County operations.
- Restructured 80 person department to create a single point of presence for the County's relationship with the private sector.

- Reduced operating costs by more than 10% and expanded programmatic capabilities through repositioning of staff.
- Established new financing programs through the County's Industrial Development Authority and created new guidelines for economic development programs.
- Oversaw all County Workforce Investment Board (WIB), including vendor selection, policy development, staffing and service development.
- Directed the activities of the County's Redevelopment Authority (RDA), Industrial Development Authority (IDA), and Montgomery County Development Corporation (MCDC).
- Managed the acquisition of assets, staff and programs from the Montgomery County Economic Development Corporation (MCEDC).

Chief Executive, Drakontas LLC (2006-2012), Glenside PA and Camden NJ

- Led the software development team that prototyped and launched DragonForce, a distributed communications and situation awareness platform designed for police, fire and law enforcement.
- Secured more than \$11 million in government funding through grants, contracts and other awards.
- Served as Primary Investigator for more than \$8 million of these awards, performing direct research, training, overseeing staff and managing financial reporting.
- Developed and delivered more than 30 training sessions nationwide for the Bureau of Justice Assistance, US Department of Justice, relating to cybercrime and online gaming communities
- Collaborated with Drexel University and private sector companies to develop an online course entitled Crime Committed Using Handheld Devices, now deployed to more than 2,000 law enforcement professionals nationwide.
- Raised more than \$1.7 million in equity and debt from institutional and private investors.
- Assisted in the development of LabFx, and other innovative software products that improve the ability for forensic investigators to share information more rapidly and accurately.
- Ranked as the 7th fastest growing business in the Philadelphia region from 2008-2010 (Philadelphia Business Journal), with more than \$3 million per year of revenue.

Chief Executive, Inlec Communications (1999-2001), Philadelphia PA

- Start up telecommunications company; launched the first residential voice over IP service in the Commonwealth of PA
- Developed corporate and international bypass products and grew the company to more than \$1 million of revenues
- Sold company to IDT in 2001 as part of a rollup of voice over IP properties within the company's Net-2-Phone portfolio

Vice President, Corporate Product Management, Telmex (1997-1999), Mexico City MX.

- Managed a staff of 50 individuals responsible for oversight of more than \$800 million per year of telecommunications products and services sold to businesses throughout Mexico
- Worked directly with senior staff at CEO level to acquire Red Uno SA de CV and integrate data networking and equipment sales lines of business into Telmex
- Contributed to Mergers and Acquisitions, international expansion of Telmex and its operating partner, Southwestern Bell/AT&T
- Developed a product and technology strategy collaboratively with local operating units and long distance business units, leading to more than \$750 million of new investment in a converged voice and data backbone for domestic operations.

Academic Accomplishments and Experience

Ph.D. and Masters in Comparative Politics and Developmental Economics, The Fletcher School of Law and Diplomacy (1995)

B.A. in Philosophy and Government, Georgetown University (1990). Graduated Magna Cum Laude with special honors in Comparative Government.

Adjunct Professor, Saint Joseph's University, Philadelphia PA (2003-2005)

- Taught Comparative Politics in fall and summer sessions
- Developed curricula, reading lists, tests and other supporting materials

Adjunct Professor, Simmons University, Boston MA (1992-1993)

- Taught Comparative Politics and Politics of Eastern Europe

Instructor, Textile and Engineering University of Liberec in the Czech Republic (Liberec, 1991)

- Taught English and developed educational resources

Languages: Proficient in Spanish, working knowledge of Russian, Czech and French.

Boards, Committees and Civic Engagement

Member, Board of Trustees, Gwynedd Mercy University, 2020-2022. Board Liaison and chief negotiator for more than \$42 million of real estate sales and participant in Finance and Building Committees.

Interim Chief Information Officer (CIO) and Consultant to the Chief Operating Officer of the Pennsylvania Attorney General, 2018-2020

Co-Chair for Josh Shapiro's Transition Team for Attorney General, Administration Committee

Chair, Montgomery County Development Corporation, 2016-2018

Director, Cheltenham Township Community Development Corporation and Industrial Development Authority, 2017-Present

Executive Director for the Montgomery County Industrial Development Authority (2012-2014), in conjunction with the role of Director of Commerce

Executive Director for the Montgomery County Development Corporation (2012-2014), in conjunction with my role of Director of Commerce for Montgomery County

Chair of the Workforce Investment Board (WIB) Operators Consortium, linking together County Workforce programs with those offered by the PA State Department of Labor, Office Vocational Rehabilitation, and Public Welfare (2013-2014).

Co-Chair of the Government Administration Transition Team for Josh Shapiro and Leslie Richards, County Commissioners (2011-2012)

Trustee, Holy Ghost Preparatory School (2007-2013). Served as the Chair of the Building and Planning Subcommittee, responsible for capital budgets and physical plant investment programs.

Member, Property Committee, Chestnut Hill College (2005-2007). Assisted with the acquisition strategy for the Rosemont Estate.

Board of Directors, HRN Consulting (1999-2003). Managed the sale of the consulting firm to Burson Marsteller and assisted the owners in the subsequent winddown of the company.

Research Associate, Edward R. Murrow Center for International Communications (Boston, Moscow and St. Petersburg, 1993-1995).

Legislative Assistant for Speaker of the House James C. Wright, 1987 - 1989.

Selected Publications, Curricula Development, and Conference Presentations

School Violence: Echoes from the Digital Playground. Monograph published by the Bureau of Justice Assistance, Office of Justice Programs, US Department of Justice, December 2013.

Real Crime in Virtual Worlds. Monograph published by the Bureau of Justice Assistance, Office of Justice Programs, US Department of Justice, September 2011.

Crimes Committed Using Handheld Devices. Online Course developed collaboratively with Drexel University Department of Criminal Justice (Dr. Robert D'Ovidio) and funded by the US Department of Justice. More than 1,400 enrolled from February through December

2013. This effort includes direct experience designing coursework for Blackboard, Moodle and other online educational tools.

The Character of the Customer. Book co-authored with Bruce Labovitz, and published by iUniverse, 2012.

Wireless: Strategically Liberalizing the Telecommunications Market. Book published by Lawrence Erlbaum, 1996.