

Ms. Betty Jean Grant

Chairwoman, Erie County Legislature

c/o Robert M Graber, Clerk of Legislature

4th Floor, Old County Hall

92 Franklin Street

Buffalo NY 14202

Dear Ms. Grant,

Attached please find my resume in consideration for the position as Commissioner of the Erie County Water Authority. My executive level work experience in Western New York is extensive as well as my decades of involvement in the community. I would sincerely appreciate the opportunity to be considered for this appointment.

Respectfully,



Louis Izzo

Louis A. Izzo

5065 Red Tail Run
Williamsville, NY 14221

Phone: (716) 634-5074
Cell: (716) 818 -2565
lizzo2024@gmail.com

Executive Profile

A 20 plus year veteran of the real estate industry with executive level experience in finance, marketing, human resources, and administration. Additional experience in strategic planning, forecasting and Mergers and Acquisitions.

Skill Highlights

- Financial Management
- Strategic Planning
- Negotiations and creative problem solving
- Human Resources
- Leadership/communications skills
- Budget administration
- Professional presentation skills
- Training and development
- Leadership development
- Succession Planning
- Coaching

Core Accomplishments

Led a team of 1200 sales professionals in 6 markets with a support staff of 200 to over plan performance for 8 years in a row.
Developed a Leadership Team of over 40 high performing individuals who consistently maintained an industry recognized level of excellence in real estate sales.
Won the top performing brokerage sales award for ERA Franchise Systems a record 8 years in a row among over 3000 brokerages worldwide

Professional Experience

The Center For Hospice and Palliative Care

January 2012 to February 2013

Executive Vice President

Cheektowaga , NY

Responsible for the administration of all operational (non- clinical areas of the organization including Human Resources, facilities, volunteers, operations and administration for a 650 employee community based not for profit organization. Developed and managed the largest palliative care and geriatric medical practice in Western New York (Supportive Medical Partners).

Hunt Real Estate Corporation

April 2002 to January 2013

President

Depew, NY

Responsible for the overall operations and performance of a 35 office real estate sales organization in 6 markets across New York State and Arizona with over 1200 real estate agents and 200 employees. Executive responsibility for all facets of the business with emphasis in sales, marketing, finance and operations. Strong focus on strategic planning and Merger and acquisition. Achieved record sales performance 8 years in a row while maintaining or exceeding profit targets. Developed record levels of mortgage, insurance and title capture through subsidiary or affiliate organizations. Developed a world class and nationally recognized relocation service to record profit levels.

Hunt Real Estate Corporation

August 1994 to April 2002

Vice President

Depew , NY

Led the Buffalo/Niagara Region of 13 branches and 500 salespeople to record levels of market share and profitability. Managed a team of 12 Branch managers and 80 employees in most facets of residential real estate including sales, marketing, finance, and operations. Specific focus in the areas of recruitment, training and sales management.

Hunt Real Estate Corporation

July 1989 to August 1994

Various entry and mid level professional positions

Depew , NY

Held several positions including, recruiter, Director of Career Development and Director of Relocation servicing 7 to 13 offices and the professional support needs of between 300 - 500 salespeople in a wide variety of capacities.

Education

State University of New York College at Buffalo

1983

Business

Bachelor of Science

Buffalo, NY, US

Community Involvement

2009-2011 Board Chairman -The Center for Hospice and Palliative Care

2006 Board Chairman - Taste of Buffalo

2007 - 2010 - Chair Executive Committee St. Marys Parish, Swormville

2009 - 2011 - Board Member - Buffalo Niagara Medical Campus