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# COUNTY OF ERIE

**CHRIS COLLINS**  
COUNTY EXECUTIVE

May 6, 2011

The Honorable  
Erie County Legislature  
92 Franklin St. – 4<sup>th</sup> Floor  
Buffalo, NY 14202

Dear Honorable Members:

Pursuant to Article 5-A of the County Law and Section 1607 of the County Charter, I, Chris Collins, Erie County Executive, do hereby appoint and ask for confirmation by your Honorable Body, the following member of the Board of Managers for Erie County Sewer District No. 1 for a term expiring on December 31, 2011:

Mr. Daniel Higgins  
70 North Covington Drive  
West Seneca, NY 14220

Sincerely,

CHRIS COLLINS  
Erie County Executive

CC:jee

cc: Kathy Konst, Commissioner, Erie County DEP  
Joseph Fiegl, Deputy Commissioner, Erie County DEP  
Appointee

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## Daniel Higgins

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70 North Covington Drive  
West Seneca, New York 14220  
Phone: 7168265950  
Cell: 7168188484  
E-Mail: Dhiggins@clarkpatterson.com

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### Executive Profile

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High-performing Executive with 10 years of experience in Engineering and Architecture. In-depth knowledge of consulting at all levels. Demonstrated proficiency in staffing, training and development, budgeting and project management.

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### Skill Highlights

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- Excellent leadership and communication skills
- Background in Telecommunications as well as Engineering and Architecture
- Proven ability to plan, organize, and manage for all types of Municipal projects
- Expertise in operations and finance
- Strong track record of execution against project deadlines
- Process improvement
- 20 years client account management experience

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### Core Accomplishments

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**Project Management:**

- Involved in all aspects of client relationships from obtaining project related work to managing staff to insure deadlines are met while keeping projects within agreed upon budgets.
- Achieve a high level of repeat work from existing clients due to outstanding project management and deliverables.

**Contract Negotiation:**

- Signed and negotiated contracts for major clients.

**Operations Management:**

- Managed staff and subcontractors.
- Handled all functions related to projects and studies obtained.

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### Professional Experience

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November 2010 to  
Current

**Clark, Patterson, Lee**  
Rochester, New York  
**Principal**

Accountable for all facets of our business with an emphasis on overall client

satisfaction.

Building strategic alliances with clients, subconsultants and vendors to expand our presence in the marketplace.

Defining a strategy and business plan for Western New York and beyond.

Member of Executive Management Team.

September 2001 to  
November 2010

**CHA, Inc.**

Albany, New York

**Regional Business Development Manger**

Accountable for Western New York client development including overall satisfaction.

Built strategic alliances with municipal leaders and private sector business enterprises which resulted in increased revenue and repeat project work from existing clients and referrals.

Surpassed revenue goals on a consistent basis.

May 1991 to  
August 2001

**Verizon/Verizon Wireless**

Buffalo, New York

**Account Executive/Labor Relations Officer**

Accountable for generating new business and overall client satisfaction in Upstate New York.

Built strategic alliances with clients and vendors that resulted in increased revenue.

Initiated program that standardized employee training and led to increase in customer satisfaction by 20%.

Managed team of 25 of professionals.

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### Education

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1991

**Buffalo State College**

Buffalo, New York, USA

Political Science

BS