

## **Nanci J. Klein**

**Manager of Corporate Outreach Education:  
University of Michigan, Ann Arbor; Masters of  
Public Administration, San Jose State University.**

Nanci has over 18 years of experience in economic development, redevelopment, and budgeting in local government. Over the last three years she has worked extensively with Clean Tech companies including Sun Power, Nanosolar, Tesla, SoloPower, Harvest Power, Bloom Energy and many others. Nanci is one of a core of staff members that developed the City's initial Green Vision effort. Nanci was instrumental in the development of the City's Demonstration Policy. The Policy facilitates the use of City owned land and buildings by clean tech companies to demonstrate emerging technology projects and accelerate product commercialization. Nanci is currently working on a team to implement leading edge technology related to waste to energy and water conservation projects at the City's water pollution control plant.

She is a consensus builder and creative thinker committed to developing solutions that work. Projects include the successful expansion of eBay within the City of San Jose, the City's purchase of 75 acres adjacent to the San Jose Norman Y. Mineta Airport and she is a key City contact for Cisco Systems Inc on any issue related to land use and permitting. Nanci has participated as a key member of the team that has developed the strategy and 25 year vision to realign North San Jose, the largest business park in Northern California. Nanci also serves as Project Manager for the redevelopment of the Hitachi Campus in South San Jose. She joined the City of San Jose, Office of Economic Development, in January of 1998. Her responsibilities include holding key contacts with San Jose key business clients, development facilitation, expanding the City's clean tech company base, revenue generation through effective sales and use tax and the attraction and redevelopment of key retail sites throughout the City.

Prior to joining the Office of Economic Development, she served as the Economic Development Manager for the City of San Leandro. During her tenure in San Leandro she led several major projects for the City including a Downtown Plan, the design of a major marketing campaign, the initiation of an extensive new industrial redevelopment project area, and negotiation of several development deals on behalf of the City. Prior to that Nanci worked for the San Jose Redevelopment Agency for several years in project management, negotiations, and redevelopment plan formation.