



**REPORT TO
Personnel and Public Employees Committee
City of Sacramento**

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915 I Street, Sacramento, CA 95814-2604
www.cityofsacramento.org

**Discussion Calendar
July 20, 2010**

**Honorable Chair and Members of
The Personnel and Public Employees Committee**

**Title: Review of Applications for the Small Business Development & Employment
Advisory Board**

Location/Council District: (Citywide)

Recommendation: Review applications and nominate candidates.

Contact: Katia Ligaiviu, Deputy City Clerk, (916) 808-7604, Office of the City Clerk;
Susan Edmondson, Equal Employment Specialist, (916) 808-8177, Human Resources
Department.

Presenters: None

Department: City Clerk's Office / Human Resources Department

Division: N/A

Organization No: 04001011 / 08001011

Description/Analysis

Issue: Review applications and/or conduct interviews to identify the most qualified
candidates to nominate and forward to the Mayor for appointment.

Policy Considerations: None.

Environmental Considerations: None.

Commission/Committee Action: None.

Rational for Recommendation: To review applications to identify the most qualified
individuals for nomination to the Mayor for appointment to the City's various advisory
boards.

Financial Considerations: None.

Emerging Small Business Development (ESBD): None.

Respectfully Submitted by:  _____

Katia Ligaiviu,
Deputy City Clerk

Recommendation Approved:



Stephanie Mizuno,
Assistant City Clerk

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ATTACHMENT 1

Background:

The following applicants are under consideration for positions on city boards and commissions.

Board/Commission:	Small Business Development & Employment Advisory Board
Available Positions:	Two (2)
Category Description(s):	Category A: Represent the small business sector and/or possess substantial knowledge and experience concerning the operation of small businesses in the Sacramento area
Status of Incumbents:	Rasha Salama – Resigned Edgar Calderon – Has served the maximum number of terms

No.	Applicant Name	District	Category	Comments
1	Hopkins, Brett W.	1	A	
2				
3				
4				
5				



City of Sacramento

Application for Appointment to Boards/Commissions and Committees

RECEIVED
CITY CLERK'S OFFICE
CITY OF SACRAMENTO

2010 JUN 11 A 10:54

INSTRUCTIONS: Provide all information requested. Attachments must be single sided on 8.5 x 11 paper. If you will be representing an organization, you must include a letter from the organization recommending you as their representative. Note: All information provided on this form is a public record. Return this completed application form to: Office of the City Clerk, Historic City Hall, 915 I Street, Rm. 116, Sacramento, CA 95814. Tel: (916) 808-7200.

IMPORTANT: Letters of recommendation are optional. If you choose to include a letter it must be submitted as part of this application. Letters will not be accepted after your application is filed with the City Clerk's Office.

BOARD / COMMISSION OR COMMITTEE NAME: SMALL BUSINESS DEVELOPMENT & EMPLOYMENT ADVISORY BOARD

CATEGORY FOR WHICH YOU ARE APPLYING: REPRESENTS SMALL BUSINESS SECTOR A

Description (if applicable) Category Letter

Name of Company/Organization Being Represented (if applicable): _____

Company/Organization Authorization Letter Attached (if applicable to qualifications of category)

Applicant Name: HOPKINS BRETT W E-Mail: _____

Last First Middle

Home Address: SUTLEY CIR SACRAMENTO CA 95835

Street # Street Name City State Zip

Mailing Address (if different than home address): _____

Street # Street Name City State Zip

Resident of City Council District No: One (1) Business in Council District No: Three (3)

Required If Applicable

Home Telephone: 916- Business Telephone: 916-

Please state the reason you would like to be a member of this board/commission (or attach):

I REPRESENT THE SMALL BUSINESS SECTOR. I HAVE SPENT MY ENTIRE LIFE LIVING IN THE SACRAMENTO REGION. I HAVE BEEN FOUNDER & CEO OF 3 SEPARATE CORPORATIONS HERE IN SACRAMENTO. I POSSESS SUBSTANTIAL KNOWLEDGE & EXPERIENCE CONCERNING THE OPERATION OF SMALL BUSINESSES IN SACRAMENTO. I AM ON THE BOARD OF DIRECTORS & EXECUTIVE COMMITTEE FOR THE NATOMAS CHAMBER OF COMMERCE. I SPEND 99% OF MY TIME WITH OTHER BUSINESS OWNERS. WHEN I AM NOT WITH BUSINESS OWNERS, I AM SPEAKING WITH THEIR EMPLOYEES.

MY INTENTION IS TO CREATE SACRAMENTO AS A BUSINESS FRIENDLY COMMUNITY. A PLACE WHERE BUSINESS WANT TO OPEN, NOT LEAVE! CREATING A BUSINESS FRIENDLY CITY WILL CREATE NEW JOBS. LONG AS IT IS EASIER & MORE EFFICIENT FOR BUSINESS TO OPEN IN CITIES LIKE "WEST SACRAMENTO" INSTEAD OF "SACRAMENTO." WE WILL BE LOOSING BUSINESS & TAX REVENUE. HAVING A BUSINESS OWNER LIKE MYSELF ON YOUR ADVISORY COMMISSION WILL BE ONE OF BEST DECISION YOU HAVE MADE!

Are you currently, or have you in the past, served on an advisory group? Yes No If yes, state the name of the group and how that service supports your application (or attach).

~~VICE-CHAIR of the CITIZEN BOND OVERSIGHT COMMITTEE for the NATOMAS UNIFIED SCHOOL DISTRICT~~

~~CHAIR OF THE EXTERNAL AFFAIRS COMMITTEE for the WESTLAKE HOMEOWNERS ASSOCIATION~~

~~EXECUTIVE COMMITTEE & BOARD OF DIRECTOR for the NATOMAS CHAMBER OF COMMERCE~~

Do you, or an immediate family member, have any relationship (professional, financial, other) that may present a potential conflict of interest for this advisory group? Yes No If yes, please explain:

CITY OF SACRAMENTO -
APPLICATION FOR APPOINTMENT

BRETT HOPKINS

APPLICANT NAME

BACKGROUND INFORMATION

You may also attach a resume reflecting experience, community activities or other qualifications not listed below that would be helpful to the Council in evaluating your application.

EDUCATION: CALIFORNIA STATE UNIVERSITY OF SACRAMENTO (2001) - BUSINESS FINANCE
SIERRA COLLEGE (1998-2000) - BUSINESS FINANCE
GRANITE BAY HS (1996-2000)

WORK EXPERIENCE: List names, addresses and dates of employment for the last five (5) years. Attach additional sheets of paper if needed.

CURRENT EMPLOYER:

FROM DATE: 04/27/10 EMPLOYER NAME: HOPKINS CAPITAL MANAGEMENT, INC.
TO DATE: 06/10/10 ADDRESS: CAMPUS COMMONS RD. STE #200 SACRAMENTO CA
Street # Street Name City State

DUTIES: RECOMMEND INVESTMENT PRODUCTS, WEALTH MANAGEMENT, RISK MANAGEMENT, ESTATE PLANNING, DEBT MANAGEMENT, COLLEGE PLANNING, TAX MANAGEMENT

PRIOR EMPLOYER(S):

FROM DATE: 03/01/2008 EMPLOYER NAME: EDWARD JONES INVESTMENTS
TO DATE: 04/26/2009 ADDRESS: 4487 FAIR OAKS BLVD CARMICHAEL CA
Street # Street Name City State

DUTIES: RECOMMEND INVESTMENT & INSURANCE PRODUCTS, WEALTH MANAGEMENT, RISK MANAGEMENT, ESTATE PLANNING, DEBT MANAGEMENT, COLLEGE PLANNING, TAX MANAGEMENT

FROM DATE: 06/01/2007 EMPLOYER NAME: AMERIPRISE FINANCIAL SERVICES
TO DATE: 12/16/2007 ADDRESS: 1420 ROCKY RIDGE BLVD ROSEVILLE CA
Street # Street Name City State

DUTIES: RECOMMEND INVESTMENT & INSURANCE PRODUCTS, WEALTH MANAGEMENT, RISK MANAGEMENT, ESTATE PLANNING, DEBT MANAGEMENT, COLLEGE PLANNING, TAX MANAGEMENT

FROM DATE: 10/01/2005 EMPLOYER NAME: HILTON HOTELS
TO DATE: 03/01/2007 ADDRESS: 2200 Harvard St. SACRAMENTO CA
Street # Street Name City State

DUTIES: CUSTOMER SERVICE, HOSPITALITY, TENDING BAR

BUSINESS ENTERPRISES: List business name including fictitious name and address of any business enterprises currently or previously owned or operated

FROM DATE: 04/27/2009 BUSINESS NAME: HOPKINS RISK MANAGEMENT INSURANCE AGENCY
TO DATE: 11/30/2009 ADDRESS: 777 CAMPUS COMMONS RD. STE #200 SACRAMENTO CA
Street # Street Name City State

TYPE OF BUSINESS OR SERVICE RENDERED:

RECOMMEND INSURANCE PRODUCTS (Life, Health, Dental, Vision, Disability, Long Term Care, Short-Term & Long-Term Disability, Personal Liability Policies)

CITY OF SACRAMENTO -
APPLICATION FOR APPOINTMENT

BRETT HOPKINS

APPLICANT NAME

FROM DATE: 04/25/2003

BUSINESS NAME: WEALTH MANAGEMENT INNOVATIONS, INC.

TO DATE: 10/30/2004

ADDRESS: 6310 OAK HILL DR. GRANITE BAY CA
Street # Street Name City State

TYPE OF BUSINESS OR SERVICE RENDERED: BUSINESS CONSULTING, WEALTH CREATION, SALES TRAINING

FELONY CONVICTIONS: A felony conviction is not necessarily a bar to appointment. Each case is considered separately based on requirements of the position. However, failure to list felony convictions may result in disqualification.

Have you ever been convicted of a felony? If yes, please indicate for each conviction, the date of the conviction, the location of the court of conviction, and the exact denomination of the offense resulting in conviction:

[Empty box for felony convictions]

CIVIL ACTIONS: List each civil action, if any, in which punitive or exemplary damages have been assessed against you, indicating in each instance the date of the trial, court judgment and the location of the court which rendered the judgment:

[Empty box for civil actions]

I DECLARE, UNDER PENALTY OF PERJURY THAT ALL STATEMENTS IN THIS APPLICATION ARE TRUE AND COMPLETE TO THE BEST OF MY KNOWLEDGE:

Signature: /s/ Brett Hopkins Date: 6/10/2010
A70F78B75980400...
DocuSigned By: Brett Hopkins

DISCLOSURE AND REGULATORY REQUIREMENTS

City Code Section 2.40.060: Conflict of Interest Disclosure - If a Statement of Economic Interests Form 700 is required for this position (see announcement), the form must be filed with the Office of the City Clerk prior to beginning service. The City Clerk will provide appointees with the filing form and instructions. Official status to serve will be delayed until the form is filed with the Office of the City Clerk.

City Code Section 2.40.010: Attendance - Board/commission members are required to attend meetings on a regular basis, and may be removed if a member does not attend three consecutive regularly scheduled meetings. If appointed, will you be able to attend meetings regularly and devote the time necessary to fulfill your duties as a member? Yes No

City Resolution 2007-653: Mandatory Ethics Training - Board/commission members are required to satisfy the local ethics training requirement mandated by Government Code Sections 53234 et seq. and may be removed if proof of attendance is not filed with the Office of the City Clerk within 60 days of appointment. Appointees will be provided with an on-line training resource. If appointed, will you be able to complete the training within 60 days? Yes No

ACCOMMODATION INFORMATION

PLEASE IDENTIFY ANY SPECIALIZED ACCOMMODATIONS NEEDED FOR EQUAL PARTICIPATION:

[Empty box for accommodation information]



HOPKINS | CAPITAL | MANAGEMENT

"I am very pleased with the debt reduction program that Brett Hopkins has set up for me. At last I can finally see a way out of my debts. The plan shows the date that I will finally be debt free and is easy to implement. I have already paid off one credit card debt and am working on the second one. This plan has given me a great sense of relief and I highly recommend it to others in the same situation as I am."

"My husband and I just started working with Hopkins Capital Management. Over the last year, we had been watching our investments (IRA and 401k) dwindle, while the amount we owed to credit cards grew. Brett has been able to give us a concrete plan to pay off debts while building investments -- as a result, we have already just paid off a credit card!"

"The debt reduction program that we have set up with Brett Hopkins allows us to focus on taking care of one large debt at a time and rolling those payments over to the next debt. This program is easy to implement and understand. We finally see a workable method for us to get out of debt and start accumulating wealth. Thank you Brett!"

Hopkins Capital Management, Inc. is a fee-only Registered Investment Advisor Firm that prides itself on unparalleled service and performance. Our fee-only approach allows us to serve you without compromise. We do not work on a commission basis, nor do we benefit from recommending any particular course of action. As a result, we provide unbiased advice and prudent strategies for investing. Our services are tailored to your unique needs:

- ◆ Estate Planning
- ◆ Risk Management
- ◆ Cash Flow Analysis
- ◆ Debt Management
- ◆ Investment Management
- ◆ Retirement Planning
- ◆ Tax Planning and Management

Brett Hopkins started his career in the investment industry in 1999. He has worked for companies such as Merrill Lynch, Ameriprise Financial and Edward Jones. He is a Registered Investment Advisor with the State of California. He is dedicated to helping clients identify and reach their financial goals by making intelligent financial investment decisions.



Brett Hopkins
Financial Advisor

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