

Nanci J. Klein

**Office of Economic Development
Manager of Corporate Outreach**

Nanci Klein has more than 15 years in economic development, high-level real estate negotiations, and redevelopment for San Jose, the 10th largest city in the United States. She currently serves as the manager of corporate outreach in the San Jose Office of Economic Development. In her role, she is responsible for cultivating and maintaining significant relationships with the world's top global companies that have a presence in San Jose, including Adobe, Cisco, IBM, KLA Tencor, Nanosolar, among others. She is a lead in new company attraction and development facilitation that helps drive growing industry sectors, including cleantech and lifesciences. San Jose's bottom line is directly impacted by Nanci's work: she is instrumental in revenue generation through effective sales and use tax and the attraction and redevelopment of key retail sites throughout the City.

A consensus builder and creative thinker committed to developing solutions that work for public and private sectors as well as the community at large, Nanci has been a key driver on projects that include the successful retention and expansion of eBay, the City's purchase and development of 75 acres for the development of a world-class soccer, hotel and office facility, and the attraction of Tesla Motors, the first high-performance electric car for consumer use, to San Jose.

Nanci is also a key strategy architect for, North San Jose Vision 2030, a 25 year urban planning realignment of North San Jose, the home of the world's top technology companies. The plan—which guides both private and public development—has created the opportunity for up to 26 million square feet of new office/industrial development, 32,000 residential units, and 1.7 million square feet of new retail/commercial development that will transform the area into a 24/7 live, work and play environment.

Nanci also serves as project manager for the redevelopment of the Hitachi Campus in South San Jose—a large-scale mixed-use transit village with a connective open space framework of greenbelts, parks, plazas and streetscape incorporating both commercial and residential development.

Nanci was one of the co-creators of San Jose's innovative Special Tenant Improvement Program, providing developers an expedite plan check, inspection and review for tenant improvement projects in vacant buildings—cutting red tape and allowing businesses a quick path to occupancy and profitable operations.

She is currently charged with driving the implementation of the San Jose Green Vision, a bold 15-year plan that envisions creating 25,000 Clean Tech jobs, building or retrofitting 50 million square feet of green buildings, and moving to 100 percent renewable energy.

Her role includes green company attraction and growth. Recent successes have included Borgata Recycling, BAE Systems and Skycam.

Prior to joining the Office of Economic Development, she served as the Economic Development Manager for the City of San Leandro, California. During her tenure in San Leandro, a city of 82,000 located 20 miles east of San Francisco, she lead several major projects for that city including a the creation of 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. Prior to that Nanci worked for the San Jose Redevelopment Agency in project management, negotiations, and redevelopment plan formation.

Nanci received her Bachelor of Science from the University of Michigan, Ann Arbor and her Masters of Public Administration from San Jose State University.

A native of Detroit, she, her husband and two children live in the Willow Glen neighborhood of San Jose.