

Greg Folsom

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EXECUTIVE SUMMARY

Seasoned leader with 8 ½ years of experience as a City Manager in two diverse cities in California. Over 30 years in government and community service, helping cities grow their economies, create jobs, and improve services. Skilled at turning struggling communities around, supporting local businesses, and making public organizations run more effectively. Known for bringing people together, finding new funding sources, working with all levels of government, and leading teams under pressure. Recognized for combining big-picture vision with practical results in city and regional improvement projects.

KEY SKILLS

- Communicating with residents, stakeholders, staff, and elected officials both verbally and in writing.
- Managing budgets and finding ways to grow revenue.
- Helping communities grow their economies and attract new businesses.
- Working with community members and policymakers to solve problems.
- Planning and carrying out major projects and initiatives.
- Leading change to make organizations more efficient and effective.
- Responding to emergencies and leading recovery efforts.

PROFESSIONAL EXPERIENCE

Facilities and Lands Administrator

Habematolel Pomo of Upper Lake: October 2025 – Present

- Administer Tribal Housing Program and related services; supervise Housing staff and daily operations to maintain consistent, citizen-focused service delivery.
- Oversee tribal property management portfolio; supervise Property Management staff and vendors to ensure safe, compliant, and well-maintained facilities.
- Manage multiple grants and contracts (IHBG, Tribal HHAP, TNGF, ICDBG, BEAD, CalRecycle, and others), including budgeting, reporting, and compliance.
- Plan and implement capital and community development projects; define scopes, milestones, and schedules; monitor progress and resolve issues.
- Procure and manage consultants/contractors for development, maintenance, and professional services; strengthen procurement practices and documentation.
- Coordinate cross-department work with Tribal Administration, Fiscal, Cultural Resources, and Executive Committee to align projects with Tribal priorities and policies.
- Update and enforce policies and procedures to improve internal controls and compliance, including procurement policy updates.
- Design and implement new housing policies and programs (Payment Allocation Policy; Temporary Emergency Housing Program) and streamline application/forms.

Interim Administrator/CEO

Lake County Chamber of Commerce: July 2024 – December 2024

- Directed daily operations and member relations during executive transition period.
- Managed board engagement, governance reporting, and stakeholder communications.
- Supported business community countywide.

City Manager

City of Suisun City, CA: April 2019 – October 2023

- Attracted major developers for industrial parks, housing, and waterfront hotel.
- Implemented cannabis retail program generating \$1M+/1year.
- Reinvented local public transit away from fixed route 0bus lines to on demand service, saving \$1M+ annually and improving usage and satisfaction levels.
- Restructured and upgraded fire department capabilities from basic life support to advanced life support.
- Won national Smart 50 Award and U.S. Mayors Climate Award (2022) for energy sustainability project.
- Received Congressional Commendation from Congressman Garamendi.
- Additional titles/responsibilities included: Executive Director of the Suisun City Housing Authority; Executive Director of the Successor Agency to the Suisun City Redevelopment Agency; Harbormaster; Director of Emergency Services; Assistant General Manager of the Suisun-Solano Water Authority; Development Services Director; Board member Solano EDC; Board member Fairfield-Suisun Chamber of Commerce; Board member Solano County Emergency Medical Services Cooperative.

City Manager

City of Clearlake, CA: June 2015 – April 2019

- Championed passage of Measure V tax to generate \$2.7M+/year for road improvements.
- Created city branding, infrastructure development, and economic recovery programs.
- Secured CalRecycle and CDBG grant funding for code enforcement program.
- Coordinated emergency response for multiple major wildfires.
- Championed Lake County Economic Development Corporation and Lake County Tourism Improvement District formations.
- Additional titles/responsibilities included: Executive Director of the Successor Agency to the Clearlake Redevelopment Agency; Director of Emergency Services; Community Development Director; Board member Clear Lake Chamber of Commerce; Founding Board member Lake County EDC and Lake County TID.

Deputy Director, Economic Development

County of Riverside EDA: Feb 2014 – Jan 2015

- Supervised the Business Services (Employer Services) Division of the Riverside County Workforce Development Board program, as well as the county's Economic Development Division.
- Partnered with 28 cities on economic development strategy.
- Facilitated \$100M Desert Hills Outlets expansion.
- Coordinated county presence at annual conference for the International Council of Shopping Centers (ICSC)

Consultant

CDFI Grant Reviewer: Jan 2012 – 2025

- Reviewed federal grant applications (NMTC, CMF, NACA) supporting underserved and tribal communities.

Deputy Director, Economic Development

City of Stockton, CA: May 1993 – Dec 2011

- Managed Economic Development, Redevelopment, and Real Property divisions.
- Responsible for attraction, expansion, and retention of business within the city.
- Facilitated office, warehouse, and retail development.
- Event coordinator for the city 1998 – 2001.

EDUCATION

MBA, Finance

University of Southern California — 1989

- Golden State Minority Foundation Scholar
- Consortium for Graduate Studies in Management Awardee

B.S., Business Administration

San Jose State University — 1987

- Graduated with Honors

CURRENT BOARDS & AFFILIATIONS

- Board Member, Lake County Chamber of Commerce
- Board Member, Lake County Risk Reduction Authority
- Enrolled Tribal Member, Choctaw Nation of Oklahoma