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Staff

By admin

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Mario Giuliani **Economic Development Manager**

Mario Giuliani is the Economic Development Manager for the City of Benicia, and the current Chair for the Solano Economic Development Corporation ED Task Force. He has nearly two decades of public sector work experience having worked for the Cities of Walnut Creek and Vacaville and the Greater Vallejo Recreation District. Additionally, he has clerked for the Solano County District Attorney's Office and served as President of the Board of Trustees for the Benicia Unified School District. Mario is a multiple alumni of the University of California Davis; earning a BA Degree in Political Science, JD from the School of Law and most recently a professional certificate in Labor Management Relations.

"People don't come to City Hall to get a permit, they come to open their business" with this attitude Mario spearheads the City's Economic Development program to promote business retention, expansion and attraction. Mario is your personal liaison in site selection, permitting and business licensing. He also serves as the City's chief negotiator and manager for City owned real estate and economic development initiatives, including the Benicia Broadband project and Business Improvement District.



Teri Davena
Economic Development Specialist

With more than 23 years of experience in local municipal government and more than 17 years experience in economic development, Teri's education through UC Davis Niche Tourism program have helped her direct her focus on tourism and related efforts to bring visitors to Benicia to experience A Great Day by the Bay, increasing Benicia's profile as a daytrip destination, and increasing sales tax and transient occupancy tax revenue in our historic downtown shopping and dining district.



Karen Majors
Contract Staff, Office of Economic Development

Karen Majors augments the City of Benicia's Economic Development full-time staff utilizing her over 33 years of local government experience in economic development, planning, administration, and finance in five East Bay cities, including as Assistant City Manager/Economic Development Director for the City of Benicia from 2001-2005.

The City of Benicia's Business Resource Incentive Program (BRIP) was launched in 2012 with the goal to assist businesses to improve productivity and viability through energy and resource savings and provide needed capital to

businesses. The BRIP also assists the City to meet our local climate action plan goals. "Our Business Resource Incentive Program is the marriage of the City's top priorities; economic development and sustainability" according to Karen. She is at City Hall 2-3 days a week.

In addition to our internal staff, the Office of Economic Development works closely with the Chamber of Commerce, downtown associations, port businesses, and other local contacts. We will gladly assist in referring you to City staff or outside organizations best equipped to answer your questions.