

Beus Gilbert McGroder PLLC



Rodney Glassman

Of Counsel

Beus Gilbert McGroder PLLC
701 N. 44th Street
Phoenix, Arizona 85008-6504
Phone: (480) 429-3036
rglassman@beusgilbert.com

PRACTICE AREAS: CORPORATE LAW & BUSINESS
STRATEGY

Rodney Glassman is of counsel with Beus Gilbert McGroder PLLC, a premier boutique law firm concentrating on High Stakes Litigation, Real Estate and Zoning Law, and Plaintiffs Catastrophic Injury & Wrongful Death. Mr. Glassman, who joined Beus Gilbert McGroder in 2016, has multiple degrees, including a J.D., PhD., MBA and MPA. His practice is focused on driving relevancy, enhancing credibility, and developing substantive relationships for his government, corporate, and non-profit clients. His clients have included high profile individuals and organizations including Dr. Michael Crow, President of Arizona State University; U-Haul, Inc.; Mobile Mini Inc.; ISM Raceway (NASCAR); Brewer Companies, Arizona's largest new-construction plumbing company; Phil Francis, former CEO of PetSmart; John Graham, Sunbelt Holdings, Inc.; John Whiteman, founder of Empire Southwest and the Whiteman Foundation; Central Arizonans for a Sustainable Economy (CASE), which represents over 20,000 working families across Arizona; United Food & Commercial Workers Local 99; and the Arizona Society of Cosmetic Surgeons.

In 2013, Mr. Glassman was appointed as the Acting Town Manager of Cave Creek, where he oversaw the completion of an independent audit, infrastructure planning for the town's utilities, and a national search for the community's new, permanent manager. Prior to his service in Cave Creek, Mr. Glassman managed over \$150,000,000 in annual sales revenue for Waste Management in Arizona and New Mexico. In 2010, Mr. Glassman won a four-way primary to serve as the Democratic nominee for United States Senate. Previously, at the age of 29, Mr. Glassman was elected to the Tucson City Council by over 60% of the vote and was the first Democrat in over two decades to be elected by residents of the Ward he represented.

Having earned his Eagle Scout as a youth, Mr. Glassman serves as a Major in the United States Air Force Judge Advocate General Corps Reserves. There he acts as both a litigator and civil attorney in the Air Force, attached to the 354th Fighter Wing, Eielson Air Force Base, Fairbanks, Alaska.

While the Director of Public Sector Solutions for Waste Management, Mr. Glassman increased revenue by tens of millions of dollars annually through strategic public-private partnerships. His talent for fostering these kinds of win-win partnerships also comes from his own community involvement. Mr. Glassman has actively served on nearly two dozen nonprofit boards across the state, including his current role on the Executive Board of Directors for the Grand Canyon Council of the Boy Scouts of America, the 5th largest council in the nation. Previously, he founded his own non-profit foundation that raised and distributed nearly \$2 million to Arizona children's charities.

Mr. Glassman's strategic focus areas include education policy, agriculture, real estate, land use and water law, process-improvement, and philanthropic development.

Natural Resources, Water and Environmental Law: As a member of the Tucson City Council, Mr. Glassman authored first-in-the-nation environmental policies for rainwater harvesting, gray water plumbing, and solar-powered water. He was then invited to present his policies to municipalities and associations across the country.

Education: Mr. Glassman wrote and championed House Bill 2217, for which he recruited over 50 legislative co-sponsors, prepared committee testimony, and raised the seed money to create a statewide mini-grant program that will distribute \$1 million+ annually to public school teachers in Arizona.

Non-Profit: Complementing his environmental work, Mr. Glassman and his wife have co-authored a series of environmentally focused children's books and distributed over 125,000 free copies to kindergartners across Arizona.

Agriculture: As a former member of the Board of Directors of the Arizona State Farm Bureau and the Arizona State 4-H, and holding a degree in Agricultural Economics and PhD in Arid Land Resource Sciences, Mr. Glassman has an unparalleled background in production agriculture which allows him to bring together policy makers and stakeholders. Mr. Glassman served for four years as a legislative aide for business and agriculture for Congressman Raúl M. Grijalva in both Washington, D.C. and Southern Arizona.

Real Estate and Land Use: Mr. Glassman is a licensed real estate broker and formerly served as Chief of Staff for KB Home, working with the Division Executive team in land use, sales, and construction, delivering over 2,000 units annually.

ADMISSIONS:

U.S. District Court – District of Arizona | Supreme Court of the State of Arizona | Air Force Court of Criminal Appeals | U.S. Court of Appeals for the Armed Forces

EDUCATION:

University of Arizona B.S., Agricultural Economics, 1999

University of Arizona, Masters of Business Administration, 2001

University of Arizona Masters of Public Administration, 2002

University of Arizona Ph.D., Arid Land Resource Sciences, 2005

University of Arizona College of Law J.D., 2007

Representative Matters

Government Relations: Mr. Glassman maintains meaningful relationships with stakeholders at all levels of government. He works with clients to design and implement strategic, accomplishable government relations and relationship-development programs that strengthen organizational opportunities in critical market areas.

Community Relations & External Affairs: Mr. Glassman excels at cultivating community collaborations. He helps his business and municipal clients implement winning external affairs and community relations programs by assisting them in identifying and becoming involved in worthwhile community groups, events and partnerships.

Mr. Glassman has an impressive background in strategic nonprofit giving. While in leadership roles at Waste Management and KB Home, he designed charitable giving programs to engage leadership, maximize the impact of philanthropic investment, and leverage the corporate dollar in multi-state, multi-market areas, resulting in expanded exposure and increased impact, all while reducing the annual charitable giving spend.

Business Improvement Leadership and Legal Consulting: As both a lawyer and a businessman, Mr. Glassman has demonstrated success helping companies drive revenue through business improvement strategies. From managing \$150 million in annual revenue for Waste Management in Arizona and New Mexico to streamlining a \$24 million annual budget as Town Manager of Cave Creek, he gained invaluable experience identifying operational efficiencies and developing revenue-driving programs that leveraged existing resources while simultaneously driving creative cost-cutting measures.

Media Relations: Mr. Glassman's media and public relations experience includes hosting his own television show in Southern Arizona and a track record for generating national press in publications such as the New York Times, Los Angeles Times, USA Today, and the Wall Street Journal. He applies his experience and extensive media relationships to assist clients improve their community persona and drive revenue by garnering positive media coverage, including the following examples:

McCain's Seat: In Arizona, Corn With Politics on the Side (New York Times)

Spraying to Make Yards ... but with Paint not Water (New York Times)

Cleaning up the Old West the Modern Way (New York Times)

Showdown in Arizona Over "Most Western" Motto (New York Times)

Professional Distinctions

Environmental Achievement Award, Environmental Protection Agency Region

Arizona Governor's Volunteer Service Award

Outstanding Paper Presentation Award, American Association of Agricultural Education National Conference

Commendation for Service as Interim Town Manager of Cave Creek by the Mayor and Town Council (Resolution No. R2014-02)

Memberships & Activities

Major, United States Air Force, Judge Advocate General (JAG) Corps Reserve (Current)

Arizona Foundation for Legal Services & Education, Board of Directors (Current)

Grand Canyon Council Boy Scouts of America, Board of Directors (Current)

Jewish National Fund, Arizona Chapter, Board of Directors (Current)

Arizona Department of Real Estate, Licensed Broker (Current)

Glassman Foundation, Founder/President

National League of Cities, Human Policy & Steering Committee

Tucson Unified School District, Blue Ribbon Committee

Arizona 4-H Youth Foundation, Executive Board Member

Pima Council on Aging, Executive Board Member

Jewish Federation of Southern Arizona, Executive Board Member

Arizona State Farm Bureau, Executive Board Member

Boys and Girls Clubs of Tucson, Associate Board Member

Bank of Tucson, Advisory Board Member

Eagle Scout

Publications

Co-Author, "Interactive Agricultural Experiences of 4th Grade Students in the Arid Southwest: An Examination of the Impact of Hands-on Learning Experiences as a Component of Agriculture in the Classroom Curriculum," American Association of Agricultural Educators National Conference, 2007

Author, "Court Rule Aids Attorneys Who are Military Spouses," Arizona Attorney, March 2014

Author, "You Shouldn't Marry a Lawyer," Air Force Judge Advocate General Reporter, Volume 40, No. 2

Co-Author, Jeremy Jackrabbit Children's Books, has raised \$500,000+ and distributed 250,000+ copies to kindergartners in Arizona

Featured in, "Sasha and Rodney Glassman Making It Easy to 'Support our Schools,'" Biltmore Lifestyles, February 2014

Featured in, "Literacy & Sustainability: Glassmans' free books make a difference in Arizona," Arizona Jewish Life, April 2013

Featured in, "Here Comes Jeremy Jackrabbit: Teaching Sustainability and Literacy to Kids," Eagles Call, Winter 2014

Featured in, "Reservist, wife team up to promote literacy, environmental issues," Citizen Airman, August 2013

Media

As nominee for U.S. Senate: "McCain's Seat: In Arizona, Corn With Politics on the Side," New York Times, Sept. 6, 2010

As Cave Creek's Town Manager: "Showdown in Arizona Over 'Most Western' Motto," New York Times, Sept. 20, 2013, and "A Showdown Between Arizona Towns over Motto," L.A. Times, Nov. 7, 2013

While at Waste Management, "Cleaning up the Old West the Modern Way," New York Times, Jan. 21, 2012

While serving on the Tucson City Council, “Spraying to Make Yards Green... but with Paint not Water,” New York Times, April 9, 2011

Creator of Promotional Media for “Extraordinary Educators” License Plates in support of House Bill 2217: Ad featuring Sasha Glassman and Ad featuring Jeremy Jackrabbit

Television Show Host, “Consider This,” news and interview program focusing on regional issues, Tucson Channel 12