



**Joseph J. Briglia**  
Vice President, Development

Joe Briglia is the company's senior business development executive and responsible for directing VenuWork's new business objectives and initiatives and leading proposal response strategies. He helps bring corporate and field resources to bear in pursuit of new facility management contracts. He also works to further establish company recognition in the marketplace through building strategic relationships and alliances.

Joe is very knowledgeable in the planning and execution of real estate-oriented, development-driven projects and is especially proficient in how government jurisdictions and community leadership approach public/private partnerships involving sports, entertainment, and convention and lodging facilities.

Having over 25 years of multifaceted industry experience, Joe previously worked for one of the country's largest sports program management firms, International Facilities Group of Chicago. Joe also held senior positions with SMG and was a lodging development executive with Marriott International and sales director with Westin Hotels. He is a graduate of the Cornell University School of Hotel Administration and continues to maintain valuable hospitality relationships.