

## **SPEAKER BIO – BRIAN SAMPSON**



Brian Sampson is the Executive Director of Unshackle Upstate. In this role, he is responsible for coordinating the coalitions political and policy agenda and advocating for reform in state government. He is also responsible for the overall growth of the coalition and engaging the partners and assisting them with policy initiatives.

Prior to joining Unshackle, Brian was with Empire State Development (ESD) as Upstate Director for Business Outreach. He worked closely with ESD's upstate regional offices assisting them in implementing best practices that ensured the state agency was more proactive and efficient. Additionally, Mr. Sampson focused on the retention and expansion of existing businesses in New York State.

Over the past decade, Brian was the Vice President of the Builders Exchange of Rochester where he was responsible for the day-to-day operations of a 550-plus membership association dedicated to the building and construction industry. Mr. Sampson also handled the legislative activities of a 10,000-member coalition working to reform Workers' Compensation and Labor Law 240/241 and promoted economic development across upstate New York. He has also worked as the Public Affairs Director and Business Development Director of the Rochester Business.

A resident of Rochester, Mr. Sampson is a graduate of Michigan State University with a bachelor of arts in Psychology and a minor in Communication. He is also a 2001 graduate of Leadership Rochester and recipient of the 2008 40 Under 40 award.

