

#9

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Thursday, February 10, 2022 8:37:34 PM
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Page 1

Q1

Full Name:

Virginia "Ginny" Walker

Q2**Housing & Public Service Grants Committee**

Indicate the name of the Committee/Commission you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee/Commission. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee/Commission. A resume (optional) may be attached.

As a proud resident of Mesa Verde for more than 10 years. I love this community and would like to continue on this committee for the second year in a row.

Q4

As a Committee/Commission member, what ideas or projects are of interest to you?

I think we need to figure out how to promote the public grants to more charities in the area.

Q5**Respondent skipped this question**

Optional Resume:

If you **DO NOT** receive a confirmation, please contact our office as soon as possible at
(714) 754-5225.

City of Costa Mesa
Application for Committee/Commission Appointment

All information on this page only, is considered public information and will be released to the public, including being posted on the City's website.

Name: Thomas Tom

Indicate the name of the Committee or Commission you are interested in serving on:

Housing and Public Service Grants



City of Costa Mesa
77 Fair Drive, Costa Mesa, CA 92626

1. Indicate why you wish to serve on this Committee/Commission. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee/Commission. A resume (optional) may be attached. (Note: All information contained on the resume is public information, will be distributed to the public and posted on the City's website).

I wish to serve on the Housing and Public Service Grants Committee for the following reasons: as a 20+ years resident of Costa Mesa and former employee with HUD reviewing CDBG I want to lend my expertise to our city to continue developing viable communities primarily for low- and moderate income residents.

I believe that my past experience and qualifications will be beneficial as a committee member as follows:

- HUD former employee responsible for reviewing CDBG programs
- Combined Federal Campaign (previous service)
- Costa Mesa Cultural Arts Committee (ref: Charlene Ashendorf)
- Friends of Costa Mesa Libraries (vice-president under Mary Ellen Goddard)
- Costa Mesa Art on the Fifth (featured artist per Ashley Thomas)
- Orange County Fine Arts Association (vice-president, president)
- Bear Street Gallery Director
- Leadership Tomorrow Program 2004

2. As a Committee/Commission member, what ideas or projects are of interest to you?

I am particularly interested in helping oversee that our communities particularly the low- and moderate- income residents benefit from HUD CDBG programs

#30

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Wednesday, March 02, 2022 2:32:52 PM
Last Modified: Wednesday, March 02, 2022 2:47:51 PM
Time Spent: 00:14:59
IP Address: 98.189.127.108

Page 1

Q1

Full Name:

Randolph Benjamin Reynolds

Q2

Indicate the name of the Committee/Commission you are interested in serving on:

**Parks, Arts and Community Services Commission
(Districts 3)**

Finance and Pension Advisory Committee,

Housing & Public Service Grants Committee

Q3

Indicate why you wish to serve on this Committee/Commission. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee/Commission. A resume (optional) may be attached.

As a homeowner and businessman in Costa Mesa I would like to give back through service to the community I am raising my family in. I have worked and continue to work as a CFO for OC real estate, construction, and logistics businesses by day. In my free time I have started a non-profit to support kids opportunities through sport, raising money through events and donating to applicants in need of support. I hold advanced degrees in both Business, MBA, and Organizational Leadership, MS.

If appointed to Parks, Arts, and Community Services Commission, I would love to share my experience to support creative fundraising, arts, learning, and recreation opportunities for the community.

If appointed to the Finance and Pension Advisory Committee, I could objectively apply my expertise to suggest prime opportunities to enhance financial outcomes meeting near, mid, and long term objectives.

Lastly, if appointed to the Housing & Public Service Grants Committee I could objectively suggest opportunities for improvement encouraging sustainable programs that meet public needs.

Q4

As a Committee/Commission member, what ideas or projects are of interest to you?

I am interested in addressing the homeless and housing challenges currently facing the city, encouraging more community participation in local services like recreation and arts, and helping the city maintain a sustainably solvent finance plan.

Q5

Respondent skipped this question

Optional Resume:

Q6

Contact Information:Note: This contact information will not be posted on the City's website or distributed to the public. However, this information is still subject to release pursuant to the California Public Records Act.

Name:

Randolph Benjamin Reynolds

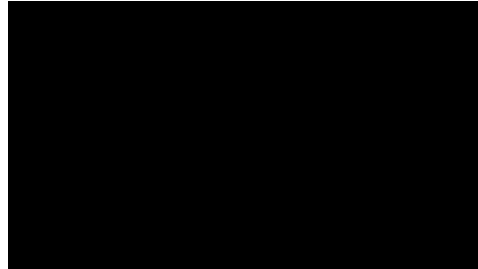
Address:

City/Town:

ZIP/Postal Code:

Email Address:

Phone (cell):



Q7

Signature Required

By checking this box and typing my name below, I am electronically signing my application.

Q8

Full Name:

Randolph Benjamin Reynolds

#1

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Thursday, February 03, 2022 2:53:15 PM
Last Modified: Thursday, February 03, 2022 3:13:27 PM
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Page 1

Q1

Full Name:

Kevin Liu

Q2

Housing & Public Service Grants Committee

Indicate the name of the Committee/Commission you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee/Commission. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee/Commission. A resume (optional) may be attached.

I have worked in the residential mortgage lending Industry for the past 15 years. I've focused on sustainable home ownership throughout my career. I'm also part of numerous minority trade organizations focused on first time home owners.

Q4

As a Committee/Commission member, what ideas or projects are of interest to you?

Housing and affordable home ownership has always been a challenge in the Orange County market. Costa Mesa in particular is a tale of two cities and requires additional considerations balancing affordability and livability. I believe in growing the residence and commerce in a responsible and sustainable manner.

Q5

Optional Resume:

Resume_Kevin_Liu_C_A.pdf (193.5KB)

Kevin Liu

Cell (949) 607-7086

KEV188@gmail.com

PROFESSIONAL SUMMARY

Seasoned Mortgage Sales professional with a diverse background in Management, Mortgage, Operations, Technology, Manufacturing, and Finance. I've taken on roles ranging from an individual contributor to managing cross functional and multinational teams all the while exceeding goals and deadlines. I intend to use my book of mortgage business, strong interpersonal and analytical skills to excel in this new job role.

PROFESSIONAL EXPERIENCE

Branch Sales Manager

October 2020 – Present

US Bank Home Mortgage, Orange County, CA

- Management, Recruitment, and Development of diverse Retail Sales Team across the Orange County Area.
- Build out of new branch process and procedures.
- Developed relationships with multiple realtors for referral business and joint marketing.

Branch Sales Manager

May 2012 – September 2020

Wells Fargo, Orange County, CA

- Management, Recruitment, and Development of diverse Retail Sales Team across the Orange County Area.
- Consistent top ranking per KPI goals:
 - Revenue Generation - \$180 million annual, 33% above goal.
 - Quality – 78% defect free products delivered within 25 days, 18% above goal.
 - Customer Loyalty – 65% customer loyalty, 17% above company average.
- Managing the Profit and Loss and daily operations of the Sales Branch maintaining net operating income 12% above company average.
- Participant in collaborative cross functional teams to identify areas of opportunity to improve processes.
- Coaching of team members on guidelines, sales techniques, and business development using best known practices.
- Driving excellence through the development of business processes using Six Sigma methodologies.
- Exceeding goals and expectations through efficiency gains reducing days to close by 47%.
- Extensive knowledge of underwriting guidelines for secondary market investor programs.

Pipeline Manager / Loan Officer – Home Loans and Insurance Division

April 2009 – May 2012

Bank of America, Plano, TX

- Responsible for coaching Sales associates on best known methods and procedures to improve quality and consistency.
- Assigned to manage key metric reporting to team members on current sales rankings.
- Coached Sales Team through the pipeline assessment coordinator program.
- Piloted Banking Center Virtual MLO program using video conferencing technology to serve 17 separate banking centers from a remote location.
- Assigned 600+ loans from departed MLOs to address any escalations restructure of loan, and profit margins management.
- Piloted group to roll out the Making Homes Affordable (MHA)/HAMP program and Internet Chat Team.
- Elected to Restructure Team to increase pull through, profit margins, and handle customer escalations.

- Piloted Pipeline Assessment Coordination program reviewing Sales force Quality and recommendation of process changes.
- Proficient in Excel used to create templates for the Pipeline Assessment Coordinator project.

Sales and Operations Manager

November 2002 – March 2009

Foxsemicon / Foxconn, San Jose, CA and Austin, TX

- Managed company's largest Revenue account with a minimum of 100% revenue growth year over year from 2002 – 2006.
- Managed team of 12 key account representatives making up 90% of company's annual revenue.
- Program Manager for transitioning of all major Sub-System modules overseas.
- Developed internal business processes and procedures to ensure systemic quality with FMEA and Value Stream Mapping.
- Managed projects and all deliverables to ensure achievement of milestones, cost, and quality.
- Integral in driving sub-system and piece part quality to Six Sigma levels using DMAIC.
- Proficient with Visio and Power Point used to create presentations for monthly executive Quality Figure of Merit Program.
- Establishment of Six Sigma culture with Tashiro and Ford 8-D, root cause analysis, and close loop communication to ensure no defect repeatability.
- Supplier base identification, qualification, and negotiation of multi-year contracts.
- Developed sourcing and purchasing strategy to ensure the best supply base per region.
- Managed all account escalations, resolutions, follow-through, and closure.
- Responsible for Customer Account Management and acting as the "Voice of the Customer" internally to production factory.
- New Product Transition (NPI) and Program Management.

Localization Engineer / Project Manager

July 2000 – October 2002

IBM / Tivoli Systems, Austin, TX

- Focal point across pillars for the IBM/Tivoli Globalization Control Management Process.
- Educated the NLS community across the IBM organization on our Globalization processes and Tools.
- Educated and helped to deploy the LSC translation testing lab in Taiwan.
- Maintained and streamlined Globalization Process.
- Maintained communication between Development, the Project Teams, and the Translation centers.
- Created tools and shell scripts to optimize Globalization processes.
- Wrote, executed, and documented test cases for the Globalization tools.
- Helped and educated Tivoli Storage Group on the migration and deployment of their CMVC database server.
- Used, tested, and documented various Globalization tools such as the WebFM file management tool, Mock translation tool, CheckPII tool, Translation workbench, and designated focal point for the Translation Packaging tool beta testing.

EDUCATION

University of Texas at Austin

August 1995 – June 2000

Bachelors of Science in Computer Science

SKILLS

- | | |
|---|---|
| • Sales and Business Development | • Project and Program Management |
| • Process Development and Continual Improvement | • Six Sigma and Lean Manufacturing experience |
| • DMAIC and FMEA | • Experience with Ford 8D Methodology |

- Supply Chain Management and Procurement Strategies
- Network Administration
- Customer Management
- Overseas Contract Manufacturing
- Basic Mandarin and Taiwanese Language skill
- Excel, Word, Visio, Power Point and other MS Office products
- Oracle MRP System
- Recruiting and contractor management

#24

COMPLETE

Collector: Web Link 1 (Web Link)
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IP Address: 107.184.190.76

Page 1

Q1

Full Name:

brian buckner

Q2

Indicate the name of the Committee/Commission you are interested in serving on:

Parks, Arts and Community Services Commission (Districts 3)

,

Housing & Public Service Grants Committee,

Animal Services Committee,

Bikeway and Walkability Committee,

Cultural Arts Committee,

Historical Preservation Committee

Q3

Indicate why you wish to serve on this Committee/Commission. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee/Commission. A resume (optional) may be attached.

I want to be able to serve my local community. Currently don't have experience with local politics.

Q4

As a Committee/Commission member, what ideas or projects are of interest to you?

The Arts in Costa Mesa.

Q5

Respondent skipped this question

Optional Resume:

#25

COMPLETE

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Time Spent: 00:08:09
IP Address: 174.195.196.216

Page 1

Q1

Full Name:

Valerie Hass

Q2

Housing & Public Service Grants Committee

Indicate the name of the Committee/Commission you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee/Commission. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee/Commission. A resume (optional) may be attached.

I would like to serve on the Housing and Public Service Grants committee because I myself am interested in understanding the process of funding and how the grants are used in our city. As a CA state licensed architect I am most interested in HUD and how the city is working to provide housing assistance. Affordable housing is a important topic to me, that I would like to learn about about, be more involved with in our city and believe it is a vital resource for our city to thrive.

Q4

As a Committee/Commission member, what ideas or projects are of interest to you?

I am interested in understanding how the city works with local, state and federal government to provide housing and public services to the community. I look forward to helping make this information accessible to those that would benefit from assistance and others in the community that are interested in the process.

Q5

Respondent skipped this question

Optional Resume:

#11

COMPLETE

Collector: Web Link 1 (Web Link)
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Last Modified: Friday, February 11, 2022 5:29:34 PM
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Page 1

Q1

Full Name:

Michael Tou

Q2

Housing & Public Service Grants Committee

Indicate the name of the Committee/Commission you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee/Commission. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee/Commission. A resume (optional) may be attached.

Over the course of 20 years, I have served as deputy chief of staff/policy director for a Member of Congress from the California Congressional delegation and government affairs executive for one of the largest non-profit health systems in the country. The Housing and Public Services Grant Committee allows me an opportunity, as a newer resident in Costa Mesa, to support the Committee's mission in bringing awareness around the process and plans to distribute CDBG funding and ensure accountability and outcomes for the services delivered by grantees in our community. The Committee's goals align with my longstanding work in housing advocacy, community development, and the social determinants of health.

The Community Development Block Grant (CDBG) Program is a long-standing federal grant program that provides funding to help states, counties and cities address housing and economic development needs for vulnerable populations. Throughout my work in Congress and healthcare, I have been a strong advocate for vulnerable populations with a focus on housing and equity.

As a former senior congressional staffer and healthcare advocacy leader, I have worked closely with non-profit organizations, counties, and cities to secure federal and state funding.

During my congressional years, I tracked the development of local Consolidated Plans for medium and large cities within the congressional district, provided input on those plans, and coordinated with community-based organizations as they submitted CDBG grant proposals within those local jurisdictions.

During the pandemic, my healthcare advocacy team advocated to direct CDBG CARES Act grant dollars to address housing instability issues and supplement other state and federal funding programs to keep individuals and families housed. My advocacy team also coordinated closely with our community health investment leads to review and share community health needs assessments and action plans with key community partners.

My professional experience and multicultural lens will help bring voice to our community members and partners in the plan and grant process.

Q4

As a Committee/Commission member, what ideas or projects are of interest to you?

Expand outreach and engagement in helping identify housing, economic development and public service needs, as well grant solicitations from local and regional CBOs to address those key needs.

Ensure accountability through key metrics and outcomes for each grantee, as well as identifying opportunities for the city to profile programs, services and beneficiaries.

Inform the community and residents about CDBG funding, particularly those who could benefit from the programs and services provided by grantees.

Q5

Respondent skipped this question

Optional Resume:

#42

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Thursday, March 03, 2022 4:49:00 PM
Last Modified: Thursday, March 03, 2022 4:58:32 PM
Time Spent: 00:09:32
IP Address: 76.82.11.245

Page 1

Q1

Full Name:

Christian Ricardo Sotelo

Q2

Housing & Public Service Grants Committee

Indicate the name of the Committee/Commission you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee/Commission. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee/Commission. A resume (optional) may be attached.

I have lived in Costa Mesa all my life and I understand the social issues facing our city. A significant issue to me would be affordable housing. I see my neighbors struggling to pay their rents as the cost of living has increased drastically, exacerbated by the pandemic. I have seen our neighbors experiencing homelessness pass away from the harsh winter nights. Enough is enough. We must do what we can to provide affordable housing, while addressing the issue of gentrification that is displacing many Costa Mesa natives and ensure an inclusive place where families can grow and prosper. I have been involved in political clubs within my community college that have allowed me to see the vitality of collective action for communal causes. It has allowed me to see how important government is in addressing systemic injustices, specifically in regard to affordable housing due to city ordinances.

Q4

As a Committee/Commission member, what ideas or projects are of interest to you?

I am interested in improving affordable housing for lower income folks as well as acknowledging the displacement caused by gentrification in Costa Mesa.

Q5

Optional Resume:

Resume-2.pdf (36.3KB)

867 W. 19th St. #19
Costa Mesa, CA 92627
(949)891-5091
chrissotelo07@gmail.com

Christian Ricardo Sotelo

JOB EXPERIENCE

McDonald's, Costa Mesa, CA – *Crew Trainer*

October 2014 – August 2019

May 2020 – Present

- ❖ Organized about 2/3rds of my co-workers in an effort to demand COVID-19 protections, by drafting a letter that made labor protection recommendations such as social distancing mandates within the workplace, mask mandates, and plexiglass barriers, which were honored by the restaurant operator.
- ❖ Systematized my job as both cashier and order taker in the drive thru window, allowing me to multitask efficiently in order to maintain my store's place at the top of the leaderboard, as we are in competition with local franchises.
- ❖ Supervised new employees and instructed them on how to give excellent customer service, maintain the restaurant clean, and perform the daily functions of a crew member, while resolving any customer complaints in a composed manner.

Volunteer Experience

Vice Chancellor, Cathy Koshland's Student Advisory Council on Undergraduate Education, Berkeley, CA – *Student Advisor*

September 2019 – March 2020

- ❖ Analyzed the student portal system on a weekly basis, advising the Cal Central/Student Information Systems (SIS) team on ways that the student portal could be improved.
- ❖ Improved Cal Central by making recommendations for a simplified class schedule that detailed intricacies such as the day, time, and location of the lecture.
- ❖ Advocated for a more standardized enrollment process that allows students to focus solely on enrollment, rather than navigating through different Berkeley websites that had contradicting information on reserved seats as well as the waitlist options.

Education

University of California, Berkeley – Berkeley, CA – *Bachelor of Arts in Political Science; emphasis in American Politics & Comparative Politics*

August 2019 – May 2021

Orange Coast College – Costa Mesa, CA – *Associate in Arts for Transfer in Political Science*

Associate in Arts in Liberal Arts

August 2016 – May 2019

#5

COMPLETE

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IP Address: 172.58.139.173

Page 1

Q1 Respondent skipped this question

Full Name:

Q2 **Parks, Arts and Community Services Commission (Districts 3)**
Indicate the name of the Committee/Commission you are interested in serving on:
,
Housing & Public Service Grants Committee,
Cultural Arts Committee

Q3
Indicate why you wish to serve on this Committee/Commission. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee/Commission. A resume (optional) may be attached.

Homeless issue in Costa Mesa needs advocacy, innovative solutions to work with those already being implemented.

Q4
As a Committee/Commission member, what ideas or projects are of interest to you?

Poetry Workshops for kids and adults, homeless as well.

Q5 Respondent skipped this question

Optional Resume:

#8

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Thursday, February 10, 2022 10:50:42 AM
Last Modified: Thursday, February 10, 2022 1:32:56 PM
Time Spent: 02:42:14
IP Address: 108.80.22.90

Page 1

Q1

Full Name:

Lisa Buchanan

Q2

Housing & Public Service Grants Committee

Indicate the name of the Committee/Commission you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee/Commission. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee/Commission. A resume (optional) may be attached.

Currently serving. Would like to continue doing so.

Q4

As a Committee/Commission member, what ideas or projects are of interest to you?

Youth services and community outreach.

Q5

Respondent skipped this question

Optional Resume:

#23

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Monday, February 28, 2022 10:17:28 PM
Last Modified: Monday, February 28, 2022 10:25:17 PM
Time Spent: 00:07:49
IP Address: 104.129.199.62

Page 1

Q1

Full Name:

Jennifer Vavra

Q2

Indicate the name of the Committee/Commission you are interested in serving on:

**Parks, Arts and Community Services Commission
(Districts 3)**

Housing & Public Service Grants Committee,

Bikeway and Walkability Committee

Q3

Indicate why you wish to serve on this Committee/Commission. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee/Commission. A resume (optional) may be attached.

I have been serving already on the HPSG Committee for the past year. Recently I have also become involved with Project Hope Alliance and am hoping to become involved with more of the associated community organizations.

Q4

As a Committee/Commission member, what ideas or projects are of interest to you?

I believe in the Strong Towns movement and would like to be involved in any project that systematically strengthens the fabric of our community. I am interested in perpetuating the sense of "place" that Costa Mesa uniquely embodies today in Southern California.

Q5

Optional Resume:

Jenny Vavra - Resume Draft 4.docx (14.8KB)

GENERAL MANAGER

Executive Leadership - Operations Management - Sales Strategy - Market Evaluation & Strategic Positioning
Operational Efficiencies - Financial Oversight - Process Optimization - People Management & Coaching

Senior-level executive with over fifteen years of success. Maximizes cost savings and improves operational functions by creating analytics tools, streamlining processes, and delivering global automation and innovation. Achieves optimal business performance excellence by monitoring KPIs, leveraging supporting resources, and establishing results-focused objectives and timetables. Consistently delivers successful outcomes during times of uncertainty and within the most challenging environments.

Serves as a trusted advisor and strategist to executives, management teams, organizational partners, and relevant staff. Inspires the identification of hidden opportunities and the development of innovative solutions by collaborating with key stakeholders. Transforms underperforming individuals and groups into dedicated teams driven to achieve aggressive goals and objectives. Competencies include:

- | | |
|---------------------------------------|--|
| - Systematic Thinking | - Operational Optimization |
| - Eliminating Organizational Silos | - Innovation & Change Management |
| - Executive Presentations | - Strategic Planning & Sales Structure |
| - Project Management & Implementation | - Product Line Operationalization |

CAREER SYNOPSIS

Equinix, Redwood City, CA

2013-present

The world's digital infrastructure company.

SENIOR DIRECTOR, AMERICAS OPERATIONS ENABLEMENT (2019-present)

Reporting to the Vice President of Global Operations Enablement, leads operations enablement activities with a team of 30 associates across five functions. Drives global automation and process optimization efforts. Manages a \$4 million annual operating budget and provides recommendations for \$800 million global operations budget.

- Increased operational efficiencies and improved customer experience by simplifying and globalizing operations processes across 230 data centers and 3,000 employees.
- Reduced cage cleanup cycle time to 20 days from 180+ days and by automating and targeting notification process at 36 sites with roll out to ~200 additional sites planned by mid-2022.
- Improved cycle time by 10% and reduced kickback of disconnect orders to customers by 80% by evaluating risk and customer impact to streamline process. Piloted at five sites to prove efficacy and before rolling out change to entire 240 site portfolio.
- Decreased cycle time for custom cage restrictions to two weeks from 6-9 months, standardizing and automating execution against standard options. Established a twice monthly review board to review and approve/reject truly custom security requests.
- Cut average site audit preparation and review time to less than two hours from over eight hours, working with Care and Compliance teams to standardize and simplify upstream request and communication practices, and switching to remote fulfillment.
- Re-structured a team of 60 reactive operations support specialists into dedicated functions landed in appropriate organizations. With remaining 30 team members stood up a process and system transformation team that runs 30-40 transformation projects with supporting analytics and measurement.
- Improved average time for documentation change request to implementation from 60 days to two weeks with the launch of an operations knowledge base and governance team responsible for documentation across the global 6,000 person operations organization.
- Driving key initiatives including: workforce dashboards and optimization projects to achieve 5% annual improvement against \$800 million annual budget; development and rollout of global availability calendaring to allow customer scheduling of services; delivery of Next Generation Service Management to improve customer communication during incidents and outages.

SENIOR DIRECTOR, AMERICAS SALES OPS (2016-2019)

Oversaw a regional team of 110 members across strategy and planning, reporting and analytics, compensation, sales support, transaction support, and bid management, leading the team through organizational transitions, regional restructures, and global alignments. Guided creation of sales support tasks and process improvements. Reported to VP of Global Sales Operations, managing a \$7 million budget.

- Supported growth from \$37 million to \$47 million recurring revenue bookings, and 160 to 240 headcount while reorganizing the sales team into acquisition and retention territories. Stood up planning and tracking during evolution to multi-Channel organization. Established a sales support function and team, and managed bid management, quote support, and order management functions.
- President's Club Winner in 2017 and 2019
- Selected for Archimedes Leadership program in 2017

DIRECTOR, AMERICAS SALES PLANNING (2013-2016)

Managed territory definition and quota setting for the ~200-person Americas sales and sales engineering teams.

- Delivered logically consistent territory definitions, account alignment to sales patches, and quotas. Developed and socialized algorithm for quota setting based on historical account performance. Advised leaders on account allocation and quota developments.
- Eliminated inefficient spreadsheet-driven process by devising the quota-setting model in Anaplan. Implementation was subsequently scaled from Americas region to Global sales.

Hewlett Packard, Palo Alto, CA

2010-2012

An American multinational information technology company with over 53,000 employees globally.

SENIOR MANAGER, CORPORATE STRATEGY

Managed work streams for executive transformation and optimization initiatives via ad hoc teams. Reported to Director of Corporate Strategy.

- Crafted five-year strategic plan for Enterprise Services, a \$26 billion business unit. Analyzed capabilities, identified operational gaps, and developed plans for achieving expansion targets.
- Developed business case for support services organization, recommending organization design, projected cost and estimated impact on product and support capabilities.

Bridge Strategy Group, Chicago, IL

2007-2010

A management consultancy with practices in utilities, technology, and insurance.

SENIOR CONSULTANT

Provided analytics, executive messaging development, and strategic research supporting technology and public utility clientele. On-site, project-based assignments supporting strategy and transformation initiatives at client companies. Reported to a Principal Consultant.

- Guided long-term planning for a \$6 billion semiconductor manufacturer. Built analytical model predicting adoption timing of chip geometry used by Corporate Strategy for 3-4 years after engagement end.
- Streamlined configurations and options for a \$200 million RV manufacturer. Evaluated sales and profit records to recommend options to keep and options to remove. Projected profitability impact.
- Project management for a \$1.7 billion acquisition of a Midwestern electric utility. Coordinated with work stream leads to communicate status, escalate blockers and issues, and adjust project timelines.

EARLY EXPERIENCE AS A LEAD ENGINEER FOR HARRIS RF COMMUNICATIONS & SUMMER INTERN AT THE ARGONNE NATIONAL LABORATORY.

EDUCATION, CERTIFICATIONS, & TECHNICAL PROFICIENCIES

The University of Chicago, Booth School of Business

Master of Business Administration in Strategy and Innovation

Gary S. Becker Distinguished Fellow

Columbia Engineering

Bachelor of Science in Electrical Engineering

Product Development Management Association, New Product Development Process Certification

Zoom, Skype/Teams, Asana, Google Suite, MS Office Suite, SharePoint, Anaplan, WorkDay, Salesforce.com, PowerBI

COMMUNITY INVOLVEMENT

City of Costa Mesa, Housing and Public Services Grant Committee Member

#28

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Tuesday, March 01, 2022 8:43:43 PM
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Page 1

Q1

Full Name:

Colin Paterson

Q2

Indicate the name of the Committee/Commission you are interested in serving on:

**Parks, Arts and Community Services Commission
(Districts 3)**

,
Finance and Pension Advisory Committee,

Housing & Public Service Grants Committee,

Bikeway and Walkability Committee

Q3

Indicate why you wish to serve on this Committee/Commission. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee/Commission. A resume (optional) may be attached.

I wish to serve on the selected committees based on my skills, experience, and interests. As someone born at Hoag and currently residing in Costa Mesa, this community means a lot to me and my family. I am a CA licensed attorney with finance experience and additional corporate experience as well. I enjoy helping my neighbors and those in need.

Q4

As a Committee/Commission member, what ideas or projects are of interest to you?

Projects that help the most amount of people with basic services, happiness, fulfillment and safety are of the highest priorities. Our community is wonderful but there are always improvements to be made with housing, walk ability and movement, and sufficient urban planning to meet our growing needs.

Q5

Respondent skipped this question

Optional Resume:
