



City of Seattle Boards & Commissions Notice of Appointment

Appointee Name: Joe Hailey "Joe L Hailey"		
Board/Commission Name: The Seattle-King County Advisory Council for Aging & Disability Services		Position Title: Advisory Council Member
<input checked="" type="checkbox"/> Appointment OR <input type="checkbox"/> Reappointment		Council Confirmation required? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Appointing Authority: <input type="checkbox"/> Council <input checked="" type="checkbox"/> Mayor <input type="checkbox"/> Other: Fill in appointing authority	Date Appointed: 12/3/2019	Term of Position: * 1/1/2020 to 12/31/2021 <input type="checkbox"/> Serving remaining term of a vacant position
Residential Neighborhood: West Seattle	Zip Code: 98106	Contact Phone No.: [REDACTED]
Background: <p>Joe Hailey is interested in joining the ADS Advisory Council and is looking to filling one of three open city seats. Joe's career has included jobs in high tech product development, program management, business ownership, and more recently, nonprofit fundraising. Joe brings a breadth of professional experiences and passion for aging issues that make him an exceptional fit for the advisory council.</p> <p>As the Development Director for Congregations for the Homeless on the Eastside, Joe brings a keen understanding of people who are experiencing extreme poverty and homelessness to aging issues. In his own words, homelessness is a struggle that is amplified with age. He also serves as the board chair of Green Dot Public Schools Washington to ensure every child, no matter their zip codes, graduate prepared for success in college, leadership, and life.</p> <p>Joe also lives in a senior apartment complex in West Seattle, where he experiences first-hand the issues his community faces as they attempt to age in place and advocates for their needs at our monthly meetings. He has attended every Advisory Council meeting since April 2019 and has been fully participating and contributing to larger conversations about ADS's work going forward.</p> <p>Joe's skills and background would be a strong complement to our current member roster. We currently do not have representatives from District 1 and would love to have Joe represent his community on our advisory council. We hope you consider Joe's candidacy for this council.</p>		

FILED
CITY OF SEATTLE
19 DEC 10 PM 12:38
CITY CLERK

*Term begin and end date is fixed and tied to the position and not the appointment date.

Authorizing Signature (original signature):

Jenny A. Durkan

Appointing Signatory:

Jenny A. Durkan
Mayor of Seattle

JOE L. HAILEY
Seattle, WA



SUMMARY

Track record of achievement in non-profit development, consultative sales, referral marketing, personnel management, project/program management, retail business ownership, insurance agency ownership, and high tech management. As Director of Development at Congregations for the Homeless in Bellevue, WA, my goal is to raise adequate funding to support the organization's mission to improve the lives of those experiencing homelessness in our region. As board chair of Green Dot Public Schools Washington, my focus is on ensuring that all of our youth, no matter their zip codes, graduate prepared for success in college, leadership, and life.

PROFESSIONAL EXPERIENCE

CONGREGATIONS FOR THE HOMELESS

Director of Development, 2016 – Present

Responsible for creation and execution of long-term fundraising strategies; oversight of agency grant-writing efforts; major donor stewardship; agency website and social media oversight, planning and execution of annual fundraising events and appeals; donor communications.

GREEN DOT PUBLIC SCHOOLS WASHINGTON

Board Member, 2015 – Present

Board Chair, 2018 – Present

Role entails contributing to implementation of policies related to student achievement, school governance, financial oversight, legal and regulatory compliance, strategic planning.

UNITED WAY OF KING COUNTY, Seattle, WA; 2011 – 2016

Corporate Relations Officer, 2015 – 2016

Responsible for the creative development, design, implementation and evaluation of strategies for an extensive portfolio of companies inclusive of start-ups, mid-sized companies, and industry leaders. Responsible for new business development. Supports the financial and relationship-building goals for United Way of King County.

Resource Development Officer, 2013 – 2015

Manage \$2.5M account portfolio. Responsibilities include fundraising, event planning and facilitation, community relations, public speaking, new business development.

Loaned Executive, 2012 – 2012

Temporary assignment sponsored by the Boeing Corporation. Responsibilities included fundraising, event planning, community relations, public speaking and account portfolio management. Managed several high-profile accounts in the banking, insurance, and IT sales and service industries. Exceeded all position requirements per management review.

Loaned Executive, 2011 – 2011

Temporary assignment sponsored by the Boeing Corporation. Responsibilities included fundraising, event planning, community relations, public speaking and account portfolio management. Exceeded all position expectations per management review. Voted by peers to represent them as class speaker during end-of-assignment celebration luncheon.

BNI NORTHWEST, Kirkland, WA 2010 – 2011

Assistant Director

Provided oversight, training and direction to a 30-person business networking chapter representing 30 diverse business categories. Training centered on effective networking, referral generation, marketing communication skills. Provided guidance to chapter leadership team on conflict resolution, growth strategies, and relationship-building. Conducted classroom training for new members designed to maximize effectiveness at word-of-mouth referral marketing.

AAA WASHINGTON, Bellevue, WA 2006 – 2011

Insurance Professional

Sold and serviced personal lines insurance products. Grew book of business by 300% with 90%+ retention. Provided one-on-one training for new agents on multiple carrier products and multiple agency policy issuance systems.

HAILEY INSURANCE AGENCY, Bellevue, WA 2003 – 2005

Agency Owner

Built agency from zero to 500 in-force personal and commercial lines policies during the period. Developed and implemented all agency sales and marketing programs, recruited and trained one part-time employee.

SOLUCIENT, LLC, Bellevue, WA 2001 - 2003

Sr. Director, Product Development

Directed 23 person web development team utilizing Microsoft technologies producing health data management systems. Team consisted of 2 engineering managers, 4 program managers, 10 software engineers and 7 quality assurance engineers. Direct report to Senior Vice President of Development.

- Successfully developed and deployed 7 product releases across 3 product families within a 14-month period, positioning 3 distinct business units to meet 2002 revenue objectives.
- Assigned dotted-line responsibility for peer director during production of key, business-critical releases; mentored other director-level team members.
- Provided executive leadership for the division's Program Management Council, spearheading process improvements leading to the attainment of record productivity levels.

CISCO SYSTEMS, INC., San Jose, CA 1996 - 2001

Sr. Manager, Customer Program Management 1999 - 2001

Directed Customer Program Management function for the Digital Subscriber Line (DSL) Business Unit.

- Spearheaded establishment of the Customer Program Management function within the business unit, significantly improving Cisco's responsiveness to revenue-inhibiting DSL deployment issues.
- Achieved successful deployments of DSL technology within 27 strategically important accounts.

Sr. Manager, Quality Systems, Project/Program Management 1998 - 1999

Managed the day-to-day project tasks of geographically dispersed cross-functional product development teams for the DSL and Systems Business Unit. Responsible for development and implementation of a quality system for the engineering organization.

- Spearheaded early delivery of 2 innovative new products for network user management (Cisco UCP) and network services selection (Cisco 6510) resulting in new revenue streams.
- Negotiated vendor agreements and managed vendor relationships resulting in on-time delivery of critical components of the 6510 product at a 25 percent cost savings.

Sr. Manager, Release Engineering 1996 - 1998

Responsible for management of 4 QA departments, a project management group, and a product build and integration group for the newly formed Internet Business Unit. Team consisted of 4 engineering managers, 2 program managers, and 15 engineers.

- Defined and implemented formal quality process and standards governing the release of Internet-related products by 3 acquired companies, resulting in across-the-board product quality improvements.
- Directed activities leading to the successful build, integration and test of multiple maintenance/enhancement releases for a suite of internetworking software products.

EVERGREEN SOFTWARE TOOLS, INC., Redmond, WA 1994 - 1996

Director of Engineering

Responsible for direction of Evergreen Software Tools' engineering department consisting of 12 engineers engaged in architecture, design, development, test, documentation and technical support. Reported to company president.

- Directed development of new data modeling product and new system design product for Windows and Windows NT, resulting in 15% increase in total company revenues.
- Directed development of functional enhancement to flagship system design product resulting in 200% increase in revenue generation by top international reseller.
- Defined and deployed the following company-wide processes and guidelines resulting in improved efficiency and productivity: Product Development Process, Technical Support Service Level Commitments, Information Disclosure Guidelines for Tech. Support and Sales, Product Build/Release Process, Postmortem Process, Order Fulfillment Guidelines, Maintenance Delivery Process.

STERLING SOFTWARE, San Bernardino, CA 1992 - 1994

Director, Software Development

Manager, Software Development

Directed all development personnel for Sterling Software's storage management division, consisting of 22 programmers and 4 engineering managers in the production and support of a suite of IBM mainframe-based storage management products. Product suite generated \$29M in annual worldwide revenues.

- Promoted to Director within four months in recognition of contributions to divisional success.
- Developed and shipped 6 key product enhancement releases within a 14-month period.
- Reversed 2-year history of date slippages by pioneering aggressive project reviews.
- Pioneered Zero Defects policy resulting in incremental maintenance delivery process improvements.
- Drove implementation of new release certification procedure resulting in higher product quality.

IBM CORPORATION, San Jose, CA 1982 - 1992

Senior Manager, Application Development

Directed 50 programmers and 5 development managers at IBM's prestigious Santa Teresa Development Laboratory engaged in architecture, design, development, release and market support activities.

- Successfully developed and released a complex, feature rich, application development product for IBM mainframe computers (IBM LE/370).
- Built new department from the ground up, recruiting and training 14 engineers and resulting in on-time delivery of IBM's first product for automating software application development activities (IBM Repository Manager).

EDUCATION

MS in Applied Mathematics, University of Santa Clara

BA in Mathematics with departmental honors, University of LaVerne

Project LEAD Graduate; United Way of King County

Seattle-King County Advisory Council on Aging and Disability Services

21 Members: 7 are subject to City Council confirmation, 2-year terms:

- 7 City Council-approved
- 7 Mayor-appointed
- 14 Other Appointing Authority (King County) appointed

*D	**G	RD	Position No.	Position Title	Name	Term Begin Date	Term End Date	Term #	Appointed By
6	F	-	1.	Member	Andrea Sawczuk	2/23/2018	12/31/2019	1	King County
6	M	-	2.	Member	David Baker	1/23/2015	12/31/2019	3	King County
6	F	-	3.	Secretary	Cynthia Snyder	1/18/2017	12/31/2018	2	King County
6	F	-	4.	Member	Marli Larimer	?	12/31/2020	1	King County
6	F	-	5.	Member	Diana Thompson	4/13/2018	12/31/2019	1	King County
1	M	4	6.	Vice Chair	Dick Woo	1/18/2017	12/31/2018	2	King County
-	-	-	7.	Member	<i>Vacant</i>	-	-	-	King County
6	F	-	8.	Member	Jenny Becker	8/4/2017	12/31/2019	2	King County
6	F	-	9.	Chair	Ava Frisinger	1/18/2017	12/31/2018	2	King County
6	M	-	10.	Member	<i>Vacant</i>	-	-	-	King County
6	F	-	11.	Member	<i>Vacant</i>	-	-	-	King County
-	-	-	12.	Member	<i>Vacant</i>	-	-	-	King County
-	-	-	13.	Member	<i>Vacant</i>	-	-	-	King County
-	-	-	14.	Member	<i>Vacant</i>	-	-	-	King County
9	F	5	15.	Member	<i>Vacant</i>	-	-		Mayor
3	F	2	16.	Advocacy Chair	June I. Michel	1/1/2019	12/31/2020	2	Mayor
1	M	2	17.	At Large Officer	Lawrence Low	1/1/2019	12/31/2020	2	Mayor
2	F	2	18.	Member	Zelda Foxall	1/1/2018	12/31/2019	1	Mayor
6	F	2	19.	Member	Lorna K. Stone	1/1/2020	12/31/2021	1	Mayor
6	F	3	20.	Member	Barbara Williams	1/1/2019	12/31/2020	1	Mayor
2	M	1	21.	Member	Joe L Hailey	1/1/2020	12/31/2021	1	Mayor

SELF-IDENTIFIED DIVERSITY CHART

(1)

(2)

(3)

(4)

(5)

(6)

(7)

(8)

(9)

Male	Female
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Transgender

NB/ O/ U

Asian

	Black/	
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ispanic/	American
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Other

	Caucasian/
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[illegible]

	Multiracial
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						African American	Latino	Indian/ Alaska Native		Non- Hispanic	Pacific Islander	Middle Eastern	
Mayor					1	2	1			2			1
Other					1					9			
Total					2	2	1			11			1

Key:

- *D List the corresponding *Diversity Chart* number (1 through 9)
- **G List *gender*, M= Male, F= Female, T= Transgender, NB= Non-Binary O= Other U= Unknown
- RD Residential Council District number 1 through 7 or N/A

Diversity information is self-identified and is voluntary.