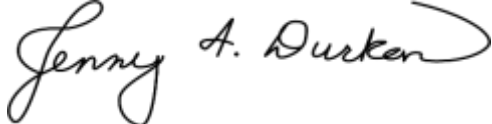




City of Seattle Boards & Commissions Notice of Appointment

Appointee Name: Stephanie Young		
Board/Commission Name: Pike Place Market Historical Commission		Position Title: Position 12 – At Large
<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	Date Appointed: 12/10/2020	Term of Position: * 12/2/2018 to 12/1/2021 <input type="checkbox"/> Serving remaining term of a vacant position
Residential Neighborhood: Downtown Seattle	Zip Code: 98101	Contact Phone No.: [REDACTED]
Background: Ms. Young is a seasoned business professional with a passion for volunteerism and community service. With a Master of Business Administration degree and decades of experience leading teams, she will bring strong analytical, leadership, and decision-making skills to the Pike Place Market Historical Commission. She is deeply committed to the Pike Place Market, as demonstrated by her service as a Friends of the Market Board member and her leadership in Market fundraising and volunteer recruitments efforts.		
Authorizing Signature (original signature): 		Appointing Signatory: Jenny Durkan Mayor

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

STEPHANIE YOUNG

QUALIFICATIONS

Executive Leader and senior leadership team collaborator with a successful track record of turning around sales and troubled projects, improving net income, and building strong teams.

Highlights include:

- **Overview:** Characterized as a skilled problem-solver...successfully leads multi-million dollar companies through turnaround, reorganization, and cultural change.
- **Profit-Oriented:** Restructured sales and developed marketing initiatives to attract 50% more new customers each month with no increase in marketing expenditures.
- **Operations:** Proactive leader with comprehensive management skills in multiple disciplines: clinical operations, financial analysis, marketing, sales, information technology (IT), vendor negotiations...implemented new technologies that reduced operating expenses approximately 14%.
- **Finance:** Strengths include financial analysis, building decision support models developing metrics for accountability, and comparative analyses of organizations...grew return on assets from single to double digits and improved net income from 5-figures to a healthy 6-figure amount.

CAREER SKILLS/KNOWLEDGE

- | | |
|------------------------------|------------------------------|
| ▪ Strategic Planning | ▪ Operations turnaround |
| ▪ Market growth/segmentation | ▪ Sales productivity/growth |
| ▪ Revenue/profit turnaround | ▪ ROI growth strategies |
| ▪ Developing metrics | ▪ Profit and Loss |
| ▪ Marketing/sales management | ▪ National accounts programs |
-

PROFESSIONAL HIGHLIGHTS

FRIENDS OF THE MARKET, SEATTLE, WA (2014 – Present)

Board Member (2016): Working to educate others about the history of the Pike Place Market and preserve the unique character of Seattle's unique neighborhood.

- Organize and manage the non-profit's major fundraising arm – mobilizing the volunteers who deliver the Pike Place Market tours

EDWARD JONES, SEATTLE, WA (2017)

Financial Advisor: Worked with clients to develop personal financial strategies.

SLALOM CONSULTING, SEATTLE, WA (2010 – 2015)

Business Consultant: Improving throughput, decreasing time to market, compliance management, change agent, decreasing time to market, migrating to new technologies and establishing performance standards for clients.

- Identified and implemented improvement changes to help a client double their throughput without adding resources
- Defined and implemented new programs to guide clients through compliance changes in their respective industries (healthcare and financial reform)
- Guided a client through a significant business reorganization with no interruption to their current operations and customer service
- Turned around a troubled team to meet an aggressive project deadline that resulted in \$20,000/month savings

GENERAL ELECTRIC HEALTHCARE, SEATTLE, WASHINGTON (2007-2010)

Operational Excellence Leader: Reducing cycle time, streamlining processes, and improving customer satisfaction for existing and new GE Healthcare hospital customers.

- Leading a development team to open up a new market for our software products ■ Designing & building global operations
- Using lean and six sigma principles to reduce software implementation time by 50%, leading to faster revenue recognition and eliminating cost overruns that increase costs.

RADIOLOGY CONSULTANTS IMAGING, KIRKLAND, WASHINGTON (2005-2007)

Executive Director: Turned around declining revenues and falling profits for a \$30 million company.

- Amid established competition, opened new clinic in Everett on schedule and within budget, contributing 9% growth in its first year.
- Despite declining reimbursements, delivered approximately thirty-one-fold increase in profits.
- Developed and implemented new sales strategies and incentive plans to grow market share, attract new physicians, retain existing accounts, and lessen the impact of cyclical declines from key customers.

POINT B SOLUTIONS GROUP, SEATTLE, WASHINGTON (2003-2005)

Consultant: Solved numerous operations problems for clients in a variety of Fortune 500 companies in industries including healthcare, retail, high-tech software, telecom, and insurance.

- Turned around a struggling IT team to implement a plant-wide employee security system.
- Simultaneously managed 4 key projects for Starbucks, averting a catastrophic power outage in the corporate data center and saving the company approximately \$500,000 annually in maintenance costs.
- Recovered approximately \$1.9 million in cash for a major healthcare organization and tightened up processes to help avoid future losses.
- Developed and published high profile intranet training program for Microsoft.
- Directed the development and implementation of software to pinpoint mobile phone “trouble spots”, ultimately reducing cell phone returns and warranty costs for AT&T Wireless.

HEWLETT-PACKARD, BELLEVUE, WASHINGTON (1996-2003)

Communications Manager: Developed and implemented sales strategies and programs for the North American Services Sales Organization.

- Implemented post-merger integration programs for Compaq and HP sales forces, including the sales forecast system (Oracle Online).
- Instituted and managed the first intranet communications tool for the HP sales force, reducing disparate communications from 26 product divisions into a single format.

Business Developer: Established business alliances with prospective leaders in the emerging Internet software development market.

- Investigated new product development in “e-Services” for the telecom market. ■ Created new “go-to-market” strategies with HP alliance partners.

Account Manager: As a major revenue-producer, sold products to major account (Boeing) and contributed \$10 to \$20 million to top line revenue.

- Consistently exceeded goals for revenue attainment on quotas,
- Established strong sales presence throughout Boeing Commercial, Defense, and Space organizations.
- Led project teams to deliver results for major Enterprise Resource Planning (ERP) initiative – billed as the largest effort of its time.

PACIFIC COOKWARE, BELLINGHAM, WASHINGTON (1993-1995)

Founder: Built and subsequently sold successful retail cookware store and cooking school.

- Despite a recessionary economy, earned profits in the first year of operations and continued growth until the establishment’s sale.

Additional experience in high-tech direct sales and account management with major corporations. Prior background in financial services industry, gaining hands-on experience as Assets/Liability Analyst (Assistant Vice President), Systems Analyst, and Bond Broker.

EDUCATION

M.B.A.	Beta Gamma Sigma	University of Washington, Seattle
B.A. Economics	Phi Beta Kappa	University of California, Berkeley

◆◆REFERENCES UPON REQUEST◆◆

Pike Place Market Historical Commission

12 Members: Pursuant to Ordinances 100475 & 124935, all members subject to City Council confirmation, 3-year terms:

- 0 City Council-appointed
- 12 Mayor-appointed
- 0 Other Appointing Authority-appointed (specify):

Roster:

*D	**G	RD	Position No.	Position Title	Name	Term Begin Date	Term End Date	Term #	Appointed By
2	M	2	1.	Friends of the Market	Christopher Bown	12-2-19	12-1-22	1	Mayor
6	F	N/A	2.	Friends of the Market	Christine Vaughan	12-2-17	12-1-20	2	Mayor
1	F	7	3.	Architect	Grace Leong	12-2-19	12-1-22	1	Mayor
1	F	2	4.	Architect	Rachael Kitagawa-Hoshide	12-2-17	12-1-20	2	Mayor
6	F	7	5.	Merchant	Lauren Rudeck	12-2-17	12-1-20	2	Mayor
8	F	N/A	6.	Merchant	Golnaz Mohammadi	12-2-19	12-1-22	1	Mayor
			7.	Resident	Vacant	12-2-18	12-1-21	1	Mayor
6	M	7	8.	Resident	Michael Hammond	12-2-17	12-1-20	2	Mayor
6	F	7	9.	Property Owner	Lisa Martin	12-2-19	12-1-22	1	Mayor
			10.	Allied Arts of Seattle	Vacant	12-2-18	12-1-21	1	Mayor
6	M	1	11.	Allied Arts of Seattle	Samuel Farrazaino	12-2-17	12-1-20	2	Mayor
1	F	7	12.	At-Large	Stephanie Young	12-2-18	12-1-21	1	Mayor
			13.						
			14.						
			15.						

SELF-IDENTIFIED DIVERSITY CHART

					(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
	Male	Female	Transgender	NB/ O/ U	Asian	Black/ African American	Hispanic/ Latino	American Indian/ Alaska Native	Other	Caucasian/ Non-Hispanic	Pacific Islander	Middle Eastern	Multiracial
Mayor	3	7	0	0	3	1	0	0	0	5	0	1	0
Council	0	0	0	0	0	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total	3	7	0	0	3	1	0	0	0	5	0	1	0

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.