

**City of Seattle  
Notice of Appointment**

<b>Name:</b> <i>Regina Hall</i>		<input checked="" type="checkbox"/> <b>Executive Appointment</b> <input checked="" type="checkbox"/> <b>Reappointment</b> <input type="checkbox"/> <b>Legislative Appointment</b> <input type="checkbox"/> <b>Agency Appointment</b> <input type="checkbox"/> <b>PDA Council</b> <input type="checkbox"/> <b>PDA Constituency</b>
<b>Residential Neighborhood:</b> <i>East</i>	<b>Zip Code:</b> <i>98122</i>	<b>Contact Phone No.:</b> <i>N/A</i>
<b>Appointed to:</b> <i>Commissioner, Seattle Center Advisory Commission</i>		<b>Date of Reappointment:</b> <i>September 6, 2013</i>
<b>Authority (Ord., Res.):</b> <i>Ordinances 91885 and 108936</i>		<b>Term of Office:</b> <b>From:</b> <i>Confirmation</i> <b>To:</b> <i>September 28, 2016</i>
<p><b>Background:</b></p> <p>Regina Hall, former President and CEO of Willis of Seattle, Inc., was responsible for all operational aspects of the company's Seattle office. Prior to joining Willis, Regina was a Managing Director at Marsh USA, Inc, in Seattle and New York City for many years.</p> <p>Having worked for brokerage companies on both coasts and in a number of client relationship, sales and leadership roles, Regina brings to her volunteer positions much practical experience and a deep understanding of the critical role that communication, organization and strategic planning must play in forming and maintaining successful business partnerships.</p> <p>Prior to her roles at Willis and Marsh, Ms. Hall worked for the Central Park Conservancy and for the Mayor of Los Angeles. Regina was also a member of the Century21 Committee and is current member of the Seattle Center Advisory Commission. Regina brings a broad perspective to her advisory role at Seattle Center since she has worked in the private, not for profit and government sectors. In addition, Regina and her partner are the proud parents of a 26 month old son and are frequent users of all that Seattle Center has to offer.</p> <p>Regina has a B.A. in International Relations/Political Science from UCLA and has done graduate level course work in finance at Seattle Pacific University, Seattle, WA. Regina is also an alumnus of the Seattle Leadership Tomorrow Program and a former Board Member of the Girls Scouts Totem Council.</p> <p>As a former member of the Central Park Conservancy Regina brings to the Commission a very unique perspective on what it takes for a public place like Seattle Center to be successful and dare we say it, thrive. Her voice is almost always thoughtful, incisive and probing as time and time again she cuts through all of the background noise to highlight the essence of an issue, problem or most importantly, an opportunity. A successful business woman who has put her career on hold to raise her two young boys, she sees the Center from a parent's point of view, and as a former member of the Century 21 Committee she also sees the value of the Center to our community and the vast potential and opportunity it holds.</p>		
<b>Authorizing Signature:</b> 		<b>Name and Title of Officer Making Appointments:</b> <i>Mayor Mike McGinn</i>

## **Regina M. Hall**

### **Willis of Seattle, Inc.**

#### **President and Chief Executive Officer (2004 - 2006)**

- Lead Willis' office in Seattle (62 people) and the company's start up operation in Spokane. Willis is a publicly traded global risk management consulting and insurance brokerage firm. In Seattle, direct strategic planning, revenue growth, client satisfaction and employee recruiting and retention.

### **Marsh USA Inc.**

#### **Executive Committee Member, Seattle (1999 - 2003)**

- Established and communicated the mission, vision and goals for a \$70 million office with 6 other committee members. Represented Marsh as a spokesperson at numerous community and large marketing events. In 2001, promoted to Managing Director.

#### **Insurance Services/Middle Market Manager, Seattle (2000 - 2003)**

- Managed 50 person property/casualty department comprised of sales, service and marketing professionals with a 2003 revenue target of \$12 million. Supervised sales production of \$1.8 million and \$2.5 million in 2002 and 2003 respectively. Generated fully-loaded profit-margin of 37% in 2002.
- Achieved the highest score on Marsh's annual Professional Standards Audit ever attained by any practice in the history of the firm, resulting in a department expense reduction of \$350,000 in 2003.

#### **Marsh Excellence Officer, West Region Team and Seattle (2001-2002)**

- Responsible for meeting specific deliverables regarding client service, professional standards and working capital management for the West Region and the entire Seattle operation. In 2002, Marsh Seattle's score for Marsh Excellence was one of the best in the nation. Results led to \$300,000 additional dollars for the office bonus pool.

#### **Regional Sales Leader-Pacific Northwest, Seattle (1999 - 2000)**

- Led the effort to achieve the Pacific Northwest's \$21 million sales goal. Responsibilities included: selecting primary industry segment opportunities, identifying and recruiting sales talent, developing centers of influence, implementing a prospect management system, conducting training in sales presentation skills, consultative selling and fee negotiation and implementing an advertising/branding program.

#### **Middle Market/Office Integration, Seattle (1998 - 1999)**

- Directed the integration of Marsh and Sedgwick operations in Seattle middle market group. Developed a plan to address business segmentation, staff retention, potential reductions in force, client retention and sales. In addition, developed and communicated the vision and goals for the new Marsh organization both internally and externally to clients and the Seattle community.

#### **Client Executive Practice Leader-Middle Market, New York (1997 - 1998)**

- Managed 12 client executives in all aspects of revenue growth, retention and client satisfaction for a \$24 million practice. Worked with senior management team to set and execute business strategy for department. Managed J&H/Marsh integration and client satisfaction issues in Middle Market area. Promoted to Senior Vice President.

### **Johnson & Higgins (acquired by Marsh USA Inc. in 1997)**

- Middle Market Manager, Parsippany, New Jersey (1996-1997)
- Vice President, Client Manager, New York (1992-1996)
- Assistant Vice President, Casualty Broker, New York (1990-1992)
- Associate, New York (1989-1990)

#### **Prior Positions in Non-Profit and Government**

- Special Events Coordinator, Central Park Conservancy (1986-1989)
- Protocol Aide, Mayor of Los Angeles (1984-1986)
- International Delegate Liaison, Sister Cities International (1985)
- Policy Development Aide, California State Attorney General (1984)

#### **Additional Information**

- Commissioner, Seattle Center Advisory Commission (2006-Present)
- Member, Century 21 Committee (2006-2008)
- Board Member, Girl Scouts Totem Council. (2003 – Present)
- Member of the Budget Advisory Task Force for the Greater Seattle Municipal League. (2003)
- Member of the Washington Women's Foundation. (1999-Present)
- Selected to be part of the Seattle *Leadership Tomorrow* Program. (2001)
- Board Member of the Greater Puget Sound March of Dimes. (2000-Present)
- March of Dimes, Seattle WalkAmerica Chairperson, 2001 and 2002; raised \$1.1 million.
- Awarded the *Enterprising Achiever Award* by the National Association of Insurance Women, New York City Chapter. (May 1998)
- J&H Quality Task Force – worked with Houston and Bermuda operations. (1995-1996)
- Participated in Youth Force/Outward Bound program in New York City with at-risk teens. (1995)
- Volunteer for the Children's Store Front School in Harlem, NY. (1992-1999)

#### **Education**

- University of California, Los Angeles, CA (UCLA), B.A. (1986)
- College of Insurance, New York, NY, CPCU, ARM and general insurance courses. (1990)
- Seattle Pacific University, Seattle, WA, graduate level finance courses. (1999-2000)
- Executive Leadership Program, Seattle, WA. An intensive one week program for senior business leaders developed in conjunction with the University of Washington Business School. (2001)

## Seattle Center Advisory Commission

15 members: Per Ordinance 91885 and 108936, appointed by Mayor, all subject to City Council confirmation, 3-year terms

1 member: *Get Engaged: City Boards and Commissions program*, appointed by Mayor, Confirmed by City Council; 1-year term

D*	G	Position No.	Name	Appointed	Term Ends	Term #	Position	Appointed By
		1	Vacant		9-28-16		Chair	Mayor
2	F	2	Donna Moodie	1-23-08	9-28-16	3	Member	Mayor
		3	Vacant		9-28-16	2	Member	Mayor
6	M	4	Mark Dederer	9-1-10	9-28-16	2	Member	Mayor
6	F	5	Regina Hall	1-23-08	9-28-16	4	Member	Mayor
2	M	6	Andrew Lofton	9-11-08	9-28-14	3	Member	Mayor
6	F	7	Sarah Johnson-Rich	9-6-13	9-28-14	1	Member	Mayor
1	F	8	Hollis Wong-Wear	9-28-11	9-28-14	1	Member	Mayor
6	F	9	Jan Levy	9-11-08	9-28-14	3	Vice Chair	Mayor
6	F	10	Holly Golden	7-15-13	9-28-14	1	Member	Mayor
6	F	11	Kathleen Joncas	1-01-06	9-28-15	3	Member	Mayor
6	M	12	Todd Leber	10-25-12	9-28-15	1	Member	Mayor
4	M	13	Erik Van Rossum	2-2-13	9-28-15	1	Member	Mayor
6	M	14	Will Ludlam	2-2-13	9-28-15	1	Member	Mayor
3	F	15	Gloria Connors	2-2-13	9-28-15	1	Member	Mayor
2	F	GE	A. Grace Dwomoh	7-15-13	9-1-14	GE	Member	Mayor

### \*Diversity

		(1)	(2)	(3)	(4)	(5)	(6)			
	Men	Women	Vacant	Minority	Asian-American	African-American	Hispanic Latin@	Native-American	Other**	Caucasian
Mayor	5	9	2	6	1	3	1	1	0	8
Council										
Other Bodies										
<b>Total</b>	<b>5</b>	<b>9</b>	<b>2</b>	<b>6</b>	<b>1</b>	<b>3</b>	<b>1</b>	<b>1</b>		<b>8</b>

\*\*Other includes diversity in any of the following: race, gender and/or ability