

OFFICE OF THE SECRETARY



2020 FEB 14 PM 3:23

MURIEL BOWSER
MAYOR

FEB 14 2020

The Honorable Phil Mendelson
Chairman
Council of the District of Columbia
John A. Wilson Building
1350 Pennsylvania Avenue, N.W., Suite 504
Washington, D.C. 20004

Dear Chairman Mendelson:

In accordance with section 2 of the Confirmation Act of 1978, effective March 3, 1979 (D.C. Law 2-142; D.C. Official Code § 1-523.01) and section 3 of the Department of Insurance and Securities Regulation Establishment Act of 1996, effective May 21, 1997 (D.C. Law 11-268; D.C. Official Code § 31-102), I am pleased to nominate the following person for appointment:

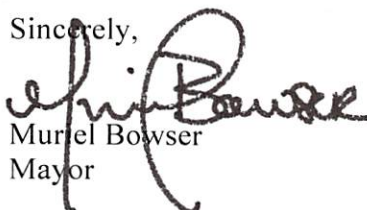
Mrs. Karima Woods
2620 Coleman Lane NE
Washington, D.C. 20018
(Ward 5)

as the Commissioner of the Department of Insurance, Securities, and Banking, to serve in that capacity at the pleasure of the Mayor.

Enclosed, you will find biographical information detailing Mrs. Woods' experience, together with a proposed resolution to assist the Council during the confirmation process.

I would appreciate the Council's earliest consideration of this nomination for confirmation. Please do not hesitate to contact me, or Steven Walker, Director, Mayor's Office of Talent and Appointments, should the Council require additional information.

Sincerely,


Muriel Bowser
Mayor



Chairman Phil Mendelson
at the request of the Mayor

A PROPOSED RESOLUTION

IN THE COUNCIL OF THE DISTRICT OF COLUMBIA

Chairman Phil Mendelson, at the request of the Mayor, introduced the following resolution,
which was referred to the Committee on _____,

To confirm the appointment of Karima Woods as the Commissioner of the Department of
Insurance, Securities and Banking.

RESOLVED, BY THE COUNCIL OF THE DISTRICT OF COLUMBIA, That this
resolution may be cited as the "Commissioner of the Department of Insurance, Securities, and
Banking Karima Woods Confirmation Resolution of 2020."

Sec. 2. The Council of the District of Columbia confirms the appointment of:

Mrs. Karima Woods
2620 Coleman Lane NE
Washington, D.C. 20018
(Ward 5)

as the Commissioner of the Department of Insurance, Securities, and Banking, established by
section 3 of the Department of Insurance and Securities Regulation Establishment Act of 1996,
effective May 21, 1997 (D.C. Law 11-268; D.C. Official Code § 31-102), and pursuant to section
2 of the Confirmation Act of 1978, effective March 3, 1979 (D.C. Law 2-142; D.C. Official
Code § 1-523.01), to serve in that capacity at the pleasure of the Mayor.

Sec. 3. The Council of the District of Columbia shall transmit a copy of this resolution,
upon its adoption, to the nominee and to the Office of the Mayor.

Sec. 4. This resolution shall take effect immediately.

KARIMA M. WOODS

PROFESSIONAL SUMMARY

Strategy driven leader with 18 years of experience in spearheading change in the public, private and non-profit sectors. An acute focus on building strategic public and private partnerships; economic and community development; and business development.

PROFESSIONAL EXPERIENCE

Director of Business Development and Strategy | Government of the District of Columbia

Office of the Deputy Mayor for Planning and Economic Development (DMPED)

December 2015 – present

- Oversaw the District's economic development strategies and 43 initiatives which focus on increasing the commercial tax base, creating jobs, fostering entrepreneurship and innovation and advancing inclusive prosperity in DC.
 - **Outcome:** Launched and opened the city's first Inclusive Innovation Incubator (In3); Created an Inclusive Innovation Fund (DCIIF); Launched BEACON a campaign to empower women entrepreneurs; Planned and executed trade missions to the West Coast to engage investors and entrepreneurs.
- Led a team of nine staff members responsible for attracting and retaining businesses across key industry sectors (healthcare, higher education, technology and innovation, hospitality and tourism, retail, social impact, data analytics, and cyber security).
 - **Outcome:** Attracted and/or retained Yelp, FiscalNote, Afiniti, Aquicore, TransitScreen and Quorum
- Developed and sustained successful partnerships with key external stakeholders (Washington DC Economic Partnership, DC Chamber of Commerce, Destination DC, DC China Center, DC BID Council, Greater Washington Partnership, Greater Washington Board of Trade, Greater Washington Hispanic Chamber of Commerce, Events DC, Metropolitan Washington Airports Authority (MWAA), DC Colleges and Universities and Hospitals) to attract and retain business to the District of Columbia.
- Led successful marketing campaigns for the District's business attraction and retention efforts (ObviouslyDC, InnoMAYtion, InvestDC, EE100, SXSW-WeDC).
 - Promoted WeDC on NBC Washington
 - DC among 20 cities named to Amazon's shortlist
 - Released a report summarizing year-long dialogue with top 100 employers
 - DC #1 city for women in tech for five years in a row (Smart Assets)
 - DC #1 city in the world for entrepreneurial talent (2019 Global Talent Competitiveness Index)
- Directed the successful execution of the District's diplomatic and trade missions to China, Qatar, UAE, El Salvador, Canada, Cuba, Israel and Ethiopia.

Deputy Director of Business Development and Strategy

July 2014 – December 2015

- Managed the transition of the business development team between two administrations.
- Supervised three staff members across key economic growth sectors (hospitality/tourism, higher education and healthcare), and directed the international business development efforts and high priority business prospects.
- Oversaw the District's efforts to assist small businesses in accessing procurement contracts at hospitals and universities.
- Opened the District's 2nd international trade office in Beijing, which supported the District's tourism and government relations efforts in Beijing.

Additional Positions held at DMPED include:

- International Business Manager, November 2012 – July 2014
- Mayoral Fellow, October 2011 – November 2012

Responsibilities included:

- Managed the District's international business development efforts which focused on attracting foreign investment to the District, increasing the number of DC businesses, colleges/universities that export their services to China, and attracting Chinese tourists to Washington, DC.
 - Worked with regional partners to attract Air China, a nonstop flight between Washington Dulles and Beijing, China. Regional partners included: MWAA, The Commonwealth of Virginia Government, and the Virginia Tourism Corporation.
 - Planned and executed four successful trade missions to China, which resulted in over 200 new business leads and three Chinese companies relocating to the District.
 - Managed relationships with foreign investors, sovereign wealth funds, which contributed over \$1 billion in foreign direct investment to the District.
 - Opened an international trade office in Shanghai (2012), which assisted over twenty-five DC businesses, colleges/universities in entering the Chinese market.
 - Promoted the DC China Center and its services to over 400 DC businesses, developers, colleges and universities.
- Supervised joint committee of local and federal government agencies that developed an HUBDC initiative, which increased the number of small businesses receiving federal government contracts through the HUB Zone program. The HUBDC initiative was the first of 68 HUBZone outreach initiatives that were launched across the U.S.

**Director, District of Columbia Neighborhood College | The George Washington University
Center for Excellence in Public Leadership**

June 2004 – June 2011

- Developed the District's inaugural One City Community Leadership Forum, which engaged civic and community leaders, non-profit organizations, government officials and university faculty around identifying ways to cross-collaborate around the city's economic goals and priorities.
- Administered the DC Neighborhood College program, a citywide leadership development program that provided civic development training for District neighborhood leaders. Designed and implemented a twelve-month course that trained over 100 leaders to lead, organize, and influence positive change in their communities.

Program Manager | DC Agenda

June 2003 – May 2004

- Collaborated and partnered with key local stakeholders as part of a citywide capacity building program within DC Agenda, a nonprofit organization created by the Federal City Council, designed to bring together DC residents, institutions and resources from the private and public sectors.

EDUCATION

- **GEORGE WASHINGTON UNIVERSITY SCHOOL OF BUSINESS**, Washington, DC
Master of Business Administration, June 2011
Concentration: Entrepreneurship and Small Business Management
 - Graduate Teaching Fellow, Women's Entrepreneurial Leadership (Spring 2010)
- **UNIVERSITY OF CALIFORNIA, SANTA BARBARA**, Santa Barbara, CA
Bachelor of Arts, Law & Society, June 1997
 - Intern, Capitol Hill, Congresswoman Lynn Woolsey (Winter 1996)

TRAINING AND CERTIFICATION

- **GEORGE WASHINGTON UNIVERSITY**, Executive Leadership Program (2017)

COMMUNITY

- **Parent Volunteer**, Girl Scouts of America Troop # 3815/3139 (2010 – present)
- **Mentor**, GW Women's Entrepreneurial Leadership Course (2012 – present)

BOARD MEMBERSHIP

- **Advisory Board Member**, Young Professionals in International Affairs (2018 – present)
- **Commissioner**, Mayor Bowser's Technology and Inclusion Council (2016 – present)
- **Executive Board Member**, Washington DC Economic Partnership (2016 – present)
- **Advisory Board Member**, Destination DC (2016 – present)
- **Member**, Greater Washington Board of Trade Council of Economic Development Officials (2016 – present)
- **Advisory Board Member**, International Committee, D.C. Chamber of Commerce (2013 – present)



Executive Office of the Mayor - Office of Talent and Appointments
John A. Wilson Building | 1350 Pennsylvania Avenue, Suite 600 | Washington, DC 20004

Karima Woods



Karima Woods is an experienced and proven administrator with over 18 years of experience in public-private partnership development, economic and community development.

Since 2015, Ms. Woods has served as the Director of Business Development and Strategy in the Office of the Deputy Mayor for Planning and Economic Development (DMPED), where she provided strategic leadership, stakeholder engagement and global outreach to the business community. Prior to holding this position, Ms. Woods served as Deputy Director of Business Development, International Business Manager, and Senior Business Development Specialist, where she helped to shape signature business development initiatives and establish new business relationships with international markets such as China, Qatar, Dubai, Canada, Cuba and El Salvador. Ms.

Woods's leadership has led to the successful execution of the Mayor's economic strategy and helped to drive the District's business attraction and retention efforts across key business sectors. Her work has also contributed to several policy outcomes, including increased investment in underrepresented entrepreneurs to address the human, social and financial capital that entrepreneurs need to grow and expand. Ms. Woods has served on several boards and commissions, including the Innovation Technology Inclusion Council, Washington DC Economic Partnership, DestinationDC and the Greater Washington Board of Trade Council on Economic Development Officials.

A Ward 5 resident, Ms. Woods holds an Master in Business Administration from George Washington University and Bachelor of Arts in law and society from the University of California at Santa Barbara



GOVERNMENT OF THE DISTRICT OF COLUMBIA
Executive Office of Mayor Muriel Bowser



Office of the General Counsel to the Mayor

To: Ronan Gulstone, Steven Walker
From: Betsy Cavendish
Date: January 16, 2020
Subject: Legal sufficiency review of legislation nominating Karima Woods as Commissioner,
Department of Insurance, Securities, and Banking

This is to Certify that this office has reviewed the above-referenced legislation and found it to be legally unobjectionable. If you have any questions in this regard, please do not hesitate to call Karuna Seshasai, Deputy General Counsel, Executive Office of the Mayor, at 202-724-1303, or me at 202-724-7681.

A handwritten signature in black ink that reads 'Elizabeth A. Cavendish'.

Elizabeth Cavendish