



MURIEL BOWSER
MAYOR
January 11, 2021

The Honorable Phil Mendelson
Chairman
Council of the District of Columbia
John A. Wilson Building
1350 Pennsylvania Avenue NW, Suite 504
Washington, DC 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 pursuant to section 305 of the Fiscal Year 2002 Budget Support Act of 2001, effective October 3, 2001 (D.C. Law 14-28; D.C. Official Code § 2-1374), which established the Commission on Asian and Pacific Islander Community Development ("Commission"), I am pleased to nominate the following person:

Ms. Jennifer Hara
Randolph Street, NW
Washington, DC 20011
(Ward 4)

for reappointment as a public voting member of the Commission, for a term to end April 17, 2023.


Enclosed, you will find biographical information detailing the experience of the above-mentioned nominee, 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,

A handwritten signature in black ink that reads "Muriel Bowser".

Muriel Bowser


Chairman Phil Mendelson
at the request of the Mayor

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6 A PROPOSED RESOLUTION
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9 IN THE COUNCIL OF THE DISTRICT OF COLUMBIA
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13 To confirm the reappointment of Jennifer Hara to the Commission on Asian and Pacific Islander
14 Community Development.

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16 RESOLVED, BY THE COUNCIL OF THE DISTRICT OF COLUMBIA, That this
17 resolution may be cited as the "Commission on Asian and Pacific Islander Community
18 Development Jennifer Hara Confirmation Resolution of 2021".
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20 Sec. 2. The Council of the District of Columbia confirms the reappointment of:

21
22 Ms. Jennifer Hara
23 Randolph Street, NW
24 Washington, D.C. 20011
25 (Ward 4)
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27 as a public voting member of the Commission on Asian and Pacific Islander Community
28 Development, established by section 305 of the Fiscal Year 2002 Budget Support Act of 2001,
29 effective October 3, 2001 (D.C. Law 14-28; D.C. Official Code § 2-1374), and in accordance
30 with section 2 of the Confirmation Act of 1978, effective March 3, 1979 (D.C. Law 2-142; D.C.
31 Official Code § 1- 523.01), for a term to end April 17, 2023.

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

34 Sec. 4. This resolution shall take effect immediately.

Jennifer L. Hara

Summary of Qualifications

Fifteen+ years of experience in the private sector, focusing on public relations and communications for a small investment banking consulting firm. Leads the business development, marketing and relationship building across all infrastructure sectors, including transportation and energy.

Focus on transportation infrastructure and public private partnerships in the United States. Intimate knowledge of PPPs in the United States and Canada, and innovative financing programs of the US federal government.

Understanding of political decision making, international project finance, economic and strategic planning, management development and implementation of innovative programs, and business negotiations and communications.

Over ten years of managing proposal development and business capture activities, and of developing marketing and strategic plans.

Experience managing a staff of 15 people and coordinating the activities of a 170+ member community service organization.

Ward 4 resident since 2001 (14 years). Asian American and Spanish speaking. Daughter of a local, municipal politician (Seattle).

Professional Experience

Taylor-DeJongh (Washington, DC)

Vice President, Marketing

Nov. 1999-Present

As a member of the senior management of a boutique investment banking firm focused on energy and infrastructure project structuring and finance globally, Ms. Hara participates in business lead generation, relationship and network building, research and brand development and marketing for the firm. She manages the firm's transportation practice and client relationships within the sector, across both the public and private sectors.

She manages and drafts proposals, pitches, and corporate brochures; provides research of international markets, countries, and companies; and is responsible for the bidding, management and administration of all government contracts. Ms. Hara has the ability to analyze solicitations, develop teaming relationships, and create marketing strategies for specific capture efforts. She has developed budgets and defined individual staff and firm resource requirements across consortiums.

Business Development

- Sourced and written **over 800** proposals, including for the US Department of Transportation, the World Bank group, the US Agency for International Development, the US Trade & Development Agency, and other international financial institutions.
- Nurtured and formed working relationships with **over 300** professional services firms for the purpose of partnering and teaming on the delivery of services.
- Assisted in the generation and sourcing of **over \$7 million** in revenues for the firm.

Market Research

- Performs research on sectors (transportation, power, water, oil & gas) and on regions (domestic and international). Analyzes trends and opportunities for purposes of firm business development.
- Assisted with the traffic and revenue risk assessment and overall due diligence on the Washington State DOT application for a loan for the SR 520 Floating Bridge Replacement Project in Seattle.

- Assisted with policy analysis and development of suggestions for a private sector client for the Detroit River Crossing Bridge Project in Michigan.
- Managed and directed all research, writing and coordination with client for Asian Development Bank "Financing Merchant Power Projects" study and for two Asian Pacific Economic Cooperation studies, "Financing Renewable Energy Projects" and "Potential for Growth of Gas as a Clean Energy Source in APEC Developing Economies".
- Directed and coordinated research, writing and the production for the Department of Energy's National Energy & Technology Laboratory "Distributed Generation Financing Notebook" (sources of financing available from agencies worldwide).

Consulting

- Negotiated on behalf of the USDOT with the Florida DOT and the sponsors of the Florida I-595 toll-road.
- Assisted in the negotiation between USDOT and Transurban (private sector partner) on the refinancing of the Pocahontas Parkway toll-road and proposed construction of the Richmond Airport Connector toll-road in the Commonwealth of Virginia.
- Assisted in writing and coordinating the production of reports (Phase I, Project Information Memoranda) for the Federal Highway Administration's TIFIA Joint Program Office and the US Export-Import Bank assignments and various other projects.
- Developed and managed a one and one-half day conference held in Guangzhou, China. Participants included both public and private sector representatives and delegates from the member economies. The workshop focused on institutional, technology and financing issues related to accelerating natural gas development in the region, from upstream exploration/gathering to downstream distribution, with an emphasis on smaller, less marketable, yet viable projects.

Equal Justice Works (Washington, DC)

Finance & Administration Department Assistant

Oct. 1998 - Nov. 1999

- Provided general office supervision for staff of 25 for an active non-profit organization focused on public interest law. Tasks included resume database management, association protocol and policy implementation, and coordination of travel and conference logistics.
- Co-designed departmental and organization strategic and work plans.
- Produced and instituted spreadsheets for Federal grant and organization accounting processes.

Salazar Law Offices (Seattle, WA)

Paralegal/Legal Secretary
1997

Oct. 1995 - Jul.

- Promoted from receptionist to paralegal/legal assistant for law office specializing in immigration, family law, personal injury, and criminal defense cases for a majority of clients from the Latino community.
- Actively took part in assisting clients with intricacies of the law, translating documents, interpreting for attorneys, writing correspondence, editing, preparing various legal forms, helped prepare attorneys for court and Immigration Service appearances and performed legal research for 150+ clients.

Education

The George Washington University (Washington, DC), August 1999

Elliott School of International Affairs,

M.A. in International Affairs, concentration in economics and international business

Seattle University (Seattle, WA), May 1995, graduated cum laude

B.A. in Spanish and International Politics

Universidad Andres Bello (Caracas, Venezuela), 1993, Latin American Quarter Study Abroad Program

Publications/Conferences

"The Future of P3s in the US: Financing the Funding Gap for Infrastructure", Financier Worldwide Special Report, July 2013

"Structural Options for US Infrastructure: Alternative Sources of Financing", Financier Worldwide, April 2013

"The Role and Impact of Export Credit Agencies in Project Finance", *The Principles of Project Finance* (edited by Rod Morrison), April 2012

Panel Moderator, SeaCargo Americas Conference, Port Funding Roundtable: Public & Private Sources of Infrastructure Funding, November 2009.

Skills

Spanish language proficiency. Microsoft Office package, including Word, Excel, and PowerPoint.

Volunteer

Rotary Club of Washington DC (Washington, DC), July 2005 to present

President for the 2014-2015 Rotary year

Club Secretary, 2009-2011

Board Member, 2008-2011, 2013-2016

Scholarships Committee Chair, 2008-2013

Community Service Grant committee, 2007-2015

Rotaract Club Liaison (Rotarians aged 18-30) liaison, 2007-2013

Center American Resource Center (CARECEN) (Washington, DC)

Board Member, January 2006 to present

Board Treasurer, 2008 to 2014



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

Jennifer Hara



Jennifer Hara is Vice President of Marketing for Taylor-DeJongh.

Ms. Hara has been involved in the non-profit community in Washington, DC for over 15 years. She has extensive experience in investment banking, consulting and proposal development management. She is a proven leader in employing diverse business strategies, marketing and development skills to achieve success, while creating viable networks and partnerships. She previously worked for Casa del Pueblo in

Columbia Heights and has served on the Board of the Central American Resource Center (CARECEN) since 2005.

A Ward 4 resident, Ms. Hara received a Bachelor of Arts in International Politics from Seattle University and a Master of Arts in International Affairs with a concentration in Economics and International Business from The George Washington University Elliott School of International Affairs.



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



Office of the General Counsel to the Mayor

To: Ronan Gulstone, Steve Walker
From: Betsy Cavendish
Date: November 2, 2020
Subject: Legal sufficiency review of resolutions nominating Ronak Desai, Jennifer Hara, Benjamin Takai, John Tinpe, Dana Tai Soon Burgess, Tiffany Hsieh, Karen Kwok, Elena Son, and Sina Uipi to the Commission on Asian and Pacific Islander Community Development

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 me at 202-724-7681.

A handwritten signature in cursive script that reads 'Elizabeth A. Cavendish'.

Elizabeth Cavendish