

Philip Holman

Philip

Philip Holman

Dr. Arthur Fletcher

By Hand

6101 16th St N.W.
Apartment 702
Washington, DC 20011

May 21, 2001

Dr. Arthur A. Fletcher
516 G Street, SW
Washington, DC 20024

Dear ~~Dr Fletcher~~ Art,

Thank you so much for arranging for me to meet last Friday with you and Harry Alford. I really enjoyed our frank and open discussion.

As I pointed out in our conversation, I have worked indefatigably and effectively for both Democrats and Republicans. For example, I worked as a special advisor to the late **Republican Senator Jacob Javits**, one of my early mentors. I also served as a key legislative affairs and policy specialist under the late New York **Republican Governor Nelson Rockefeller's** Administration. I would be remiss if I failed to mention that, while serving in the latter capacity, I reported directly to Archibald Murray, an African American Republican, who had at one time served as Governor Rockefeller's General Counsel. And while studying at Princeton's Woodrow Wilson School of Public and International Affairs, I worked as a policy analyst for the Administration of **Republican Governor William Cahill**. Clearly, I have not only skillfully, but also successfully worked across party lines throughout many years I have devoted to public service.

In any case, as you have suggested, I am sending you several copies of my resume. As borne out in my resume, I have a broad professional background. I have, for example, substantial hands-on policy and advocacy; political and economic; business and commerce; government and corporate affairs; international trade and relations; regulatory and legislative affairs; marketing and promotion; communications and media relations; multimedia communications technology; strategic thinking and planning experience.

Besides, I have extensive expertise managing senior staff, complex special projects and large multi-purpose operations, no less than developing and budgeting major strategic initiatives. I also possess the ability to work effectively in a coordinating role across multiple constituencies. In other words, I have a strong, open and collaborative leadership style, combined with a customer-service orientation that focuses on excellence.

6101 16th St N.W.
Apartment 702
Washington, DC 20011

May 21, 2001

Dr. Arthur A. Fletcher
516 G Street, SW
Washington, DC 20024

Dear ~~Dr. Fletcher:~~

Art,

Thank you so much for arranging for me to meet last Friday with you and Harry Alford. I really enjoyed our frank and open discussion.

As I pointed out in our conversation, I have worked indefatigably and effectively for both Democrats and Republicans. For example, I worked as a special advisor to the late **Republican Senator Jacob Javits**, one of my early mentors. I also served as a key legislative affairs and policy specialist under the late New York **Republican Governor Nelson Rockefeller's** Administration. I would be remiss if I failed to mention that, while serving in the latter capacity, I reported directly to Archibald Murray, an African American Republican, who had at one time served as Governor Rockefeller's General Counsel. And while studying at Princeton's Woodrow Wilson School of Public and International Affairs, I worked as a policy analyst for the Administration of **Republican Governor William Cahill**. Clearly, I have not only skillfully, but also successfully worked across party lines throughout many years I have devoted to public service.

In any case, as you have suggested, I am sending you several copies of my resume. As borne out in my resume, I have a broad professional background. I have, for example, substantial hands-on policy and advocacy; political and economic; business and commerce; government and corporate affairs; international trade and relations; regulatory and legislative affairs; marketing and promotion; communications and media relations; multimedia communications technology; strategic thinking and planning experience.

Besides, I have extensive expertise managing senior staff, complex special projects and large multi-purpose operations, no less than developing and budgeting major strategic initiatives. I also possess the ability to work effectively in a coordinating role across multiple constituencies. In other words, I have a strong, open and collaborative leadership style, combined with a customer-service orientation that focuses on excellence.

Dr. Fletcher
May 21, 2001

Page Two

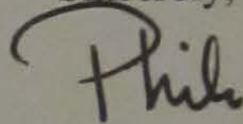
At your suggested, I have listed the agencies that interest me as follows:

1. Treasury
2. State
3. OPIC
4. US Trade Rep
5. EPA
6. Transportation
7. Education
8. EXIM Bank

Should you require any additional information, please e-mail me at pholman31@aol.com or phone me at (202) 882-0735. I hope to hear from you soon.

Again, thank you for the generous time you spent with me. And I need not say that I deeply appreciate your support and assistance.

Sincerely,



Philip Holman

Enclosure

Philip Holman
6101 16th Street, N.W., Apt. #702
Washington, D.C. 20011

Telephone
(202) 882-0735

PROFESSIONAL SUMMARY

- Well-versed in business, government and not-for-profit organization process re-engineering; the inner workings of state, county, municipal and federal government agencies, Congress, and the Executive Branch; multimedia communications technology, as well as in marketing products and services, domestically and internationally.
- Substantial expertise in formulating and implementing business, government and special interest group policy directives; strategic thinking and short and long-range planning; problem solving and troubleshooting; coordinating and organizing special initiatives; organizational reforms and ensuring that policies, procedures and use of resources reflect strategic goals.
- Highly skilled in quickly mastering and simplifying complex business, government, investment, finance, security markets, banking and federal regulatory issues; winnowing through policy details and market analyses; weighing the political, commercial and fiscal implications of legislation, policies and programs.
- Extensive experience in managing investment activities, executive staff and interdisciplinary projects; resolving intricate program questions and personnel disputes; issue analysis; public/private partnerships; congressional and legislative affairs, and in promoting business, government and non-profit organization policy decisions through strategic communications; media relations and public/corporate affairs initiatives.
- Broad-based experience in business and government policy planning; building consensus; negotiating agreements and compromise; marketing/advertising; sales/promotion; business liaison and development, and lobbying across many and diverse groups.

EXPERIENCE

Senior Policy Advisor and Director of Public/Government Affairs, U.S. Department of Commerce, International Trade Administration, Washington, D.C., 1998-2001. Designed trade policies and strategies to increase U.S. export market shares in select overseas regions, as well as managed large senior staff and special projects. Developed advocacy, export promotion and other outreach strategies to heighten awareness of U.S. businesses to agency's trade information, marketing and finance counseling services. Coordinated plans to enlarge both congressional and public support for trade. Provided significant assistance in establishing public/private and state/federal partnerships to market U.S. trade, project financing, export development and investment services. Played key role in developing and implementing National Export Strategy, in consulting with major U.S. companies and in planning trade missions. Served on agency's Policy Planning and Coordinating Committee and interagency Trade Promotion Coordinating

Committee. Among other things, these policy-making bodies counseled firms on financing and risk insurance programs offered by OPIC and its U.S. government export financing counterparts. Instrumental in developing information technology, multimedia, marketing, promotion and advertising initiatives that fostered electronic commerce and that provided leading U.S. firms with customized export, banking, investment, financial and other commercial services that helped them succeed in both domestic and foreign markets.

Management Consultant, Washington, D.C., 1996-1998. Clients included Corporation of Public Broadcasting, to which tactical and strategic policy advice was provided to senior officers in preparing and drafting the Corporation's \$250-million Congressional budget request. Advised senior officers on the development of processes and systems to improve the Corporation's policies, procedures and daily operations as well.

Deputy Director/Strategic Planning and Policy Advisor (Consultant), Office of Science Research Education and Technology Information, U.S. Department of Energy, Washington, D.C., 1995-1996. Responsible for coordinating the oversight of all departmental policies, procedures and strategies to achieve departmental goals and managerial effectiveness. Provided leadership, policy guidance and administrative direction to department's senior executives. Had frequent and direct contact with senior government executives and officials in and outside the agency, as well as members of the U.S. Congress.

Staff Director, Office of the City Administrator/Deputy Mayor for Operations, District of Columbia Government, Washington, D.C., 1992-1995. Provided strategic guidance and advice to City Administrator, cabinet members and senior officers in managing a local government bureaucracy of 40,000 workers, with an operating budget of \$3.2 billion. Helped design and implement policies and procedures to achieve greater accountability in government's day-to-day operations and results-oriented management systems. Interacted periodically with Congress and high-level officials of various Federal agencies in developing policies/legislation, in preparing testimonies and in responding to Congressional inquiries.

Special Assistant to the Superintendent, 1987-1990 and **Federal Program/Policy Director**, 1990-1992. District of Columbia Board of Education, Washington, D.C. Served as principal assistant to the Superintendent and Chief State School Officer in directing and supervising 1400 workers, including 50 Cabinet Members, Administrative and Supervisory personnel and in the oversight of a \$560 million operating budget. Provided guidance in preparing and presenting the annual budget in Congress. Liaisoned with members of Congress and Congressional Committees on District education programs and policies.

Director of Editorial Services, Urban Development Corporation, New York, 1986. Instrumental in directing all aspects of the Corporation's economic/business development editorial strategy. Designed, directed and implemented publicity initiatives to educate and sensitize businesses throughout the state to the need to upgrade and re-tool their infrastructures in order to compete in the global market. Advised senior officers on various economic

development policy, program, media relations and editorial issues and participated in cabinet meetings. Drafted and edited economic development studies, news releases and editorials for state and national media organizations, as well as speeches and policy papers.

Communications Strategist/Media Consultant, International Business Machine Incorporated (IBM), New York, 1985-1986. Responsible for planning, developing, directing and executing media publication strategies and programs. Drafted and edited statements, speeches, news releases, op-ed pieces, profiles and other publications. Determined editorial policies and procedures, and delegated assignments to subordinates. Consulted with and advised general manager and senior executives in formulating public affairs strategies and activities.

Correspondent (Consultant), Independent Network Television News (INN), New York, 1984-1985. Assignments included covering various political, legislative, economic, financial, urban affairs, health care, medical and technology events.

Reporter, WCCO Television News, Minneapolis, Minnesota, 1981-1984. Covered various health care, medical, technology, financial, business, economic, political, policy, legislative and government events. Exclusive interviews with the late economist Walter Heller, Jihan Sadat, wife of the late Egyptian President Anwar Sadat and a number of prominent national and international figures.

Reporter, New York Post, New York, 1980-1981. Assignments included coverage of government, financial, business, economic, political, medical, technology, health care and medical events. Participated in several major investigative reports.

Government Affairs Specialist, AT&T/Western Electric, New York, 1979-1980. Developed initiatives to promote, explain and defend corporate positions and policies. Contributed to Corporate policy making and worked with members of Congress and their staffs on issues and legislation affecting the Corporation. Provided recommendations to Corporation's senior executives on legislative and political strategies and assisted in the implementation of approved strategies.

Legislative Policy/Program Analyst, Division of Criminal Justice Services, New York, 1973-1977. Responsible for developing, implementing and administering innovative programs and strategies that offered a high probability of improving the state's criminal justice system and its crime and drug control efforts. Directed and managed multi-jurisdictional and intergovernmental projects and programs designed to advance state and national crime/drug control priorities and strategies. Analyzed, interpreted and drafted a variety of legislative and policy papers.

Aide to Chairman Franklin D. Roosevelt, Jr., The Equal Employment Opportunity Commission, Washington, D.C., 1965-1966. Assisted Chairman with a variety of administrative matters. They included scheduling, drafting correspondence, coordinating special events and attending cabinet meetings.

**OTHER
EXPERIENCE**

Legal Intern, Office of Attorney General, Boston, MA, 1972.
Aide to the Honorable Jacob Javits, U.S. Senate, Washington, D.C., 1971.
Legal Intern, Wilmer, Cutler and Pickering Law Firm, Washington, D.C., 1970.
Special Assistant to the Director of Public Safety, Department of Public Safety, Washington, D.C., 1969.
Advisor to the Honorable Walter Washington, Mayor, Washington, D.C., 1968.

EDUCATION

Columbia Graduate School of Journalism, New York, MS Degree, Class of 1978.
Honors: Columbia Journalism Review; New York Times Fellowship; Scripps Howard Fellowship.
Activities: Columbia News Service.
Harvard Law School, Cambridge, Massachusetts, 1970-1972.
Activities: Ames Competition; Teaching Fellow at Harvard College and member of Harvard Black Law Students Association.
Princeton University, Princeton, New Jersey, BA Degree, Class of 1970.
Honors: BA Cum Laude; Honors in the Woodrow Wilson School of Public and International (WWS); WWS Certificate and Black Studies Certificate.
Activities: Advisor to University President; member of Student Government and Director of the Association of Black Collegiates' Speakers Bureau.