Jerry L. Hall

President and CEO | Jerry Hall & Associates

Memphis, Tennessee

Jerry L. Hall is president and CEO of Jerry Hall & Associates, a Memphis-based government relations and business development firm. He brings more than 35 years of experience in public service, corporate representation, marketing, and public relations, helping organizations understand Tennessee's political and economic environment and engage the institutions and communities relevant to their work.

Since establishing the firm in 2014, Hall has represented clients on city, county, state, and federal matters across sectors that include health care, finance, education, industry, and real estate development. The firm's past client engagements have included Cigna Healthcare, Motorola, Conduent, and GCA Industries. His work has also included developing and implementing corporate diversity plans for companies including Motorola, Cigna Healthcare, and Xerox.

Hall's perspective reflects experience inside government as well as advising business leaders. He served as intergovernmental and community relations representative in the Office of Public Affairs under Shelby County Mayor Mark Luttrell, following work with the county's Land Bank on neighborhood outreach and property donations to nonprofit organizations. Earlier, he directed the Tax Relief Program in the Shelby County Trustee's Office and provided lobbying services before the Tennessee General Assembly.

As field director for U.S. Sen. Harlan Mathews, Hall represented the senator in Fayette, Shelby, and Tipton counties, briefing him on local concerns and communicating his positions on congressional legislation. His consulting background includes work with The Redwing Group, where he managed government relations and business development, as well as assignments through Global Consulting Interests.

Hall is a retired captain in the U.S. Army Reserve and a graduate of the U.S. Army Engineering Officer School at Fort Belvoir, Virginia. He earned a Bachelor of Business Administration from LeMoyne-Owen College in Memphis and is a member of 100 Black Men of Memphis and Alpha Phi Alpha Fraternity, Inc. Jerry and his wife, Ineta, have been married for 37 years. They are the parents of Diarra, Khari, Amari, and the late Jawara Hall, whose memory remains part of their family’s story.