JERRY HALL
& ASSOCIATES

Jerry L. Hall

Government Relations and Business Development

Memphis, Tennessee

EXECUTIVE PROFILE

Government relations and business development executive with more than 35 years of experience across public service, corporate representation, and community outreach. Advises clients on city, county, state, and federal matters, drawing on U.S. Senate field leadership, Tennessee legislative representation, county government service, and private business management.

Government relations | Legislative engagement | Business development | Community relations | Public affairs | Corporate diversity planning

PROFESSIONAL EXPERIENCE

Jerry Hall & Associates

President and CEO

February 2014 to Present

- Lead a boutique government relations and business development firm representing clients on city, county, state, and federal matters.
- Developed and implemented corporate diversity plans for Motorola, GCA, Cigna Healthcare, and Xerox; the firm's broader client experience also includes Conduent.

Shelby County Government

Intergovernmental and Community Relations Representative | Mayor's Public Affairs Office

November 2012 to February 2014

- Represented Mayor Mark Luttrell's administration in community outreach, speaking to civic and neighborhood groups on behalf of the Office of Public Affairs.

Shelby County Government

Housing Development Specialist and Community Outreach | Land Bank

April 2010 to November 2012

- Engaged neighborhood associations, community development corporations, and Citizen-Government Agency Partnership meetings on land bank matters.
- Helped coordinate property donations to nonprofit organizations and explained how existing legislation could support neighborhood development priorities.

Global Consulting Interests

Government and Business Consultant

March 2001 to March 2010

- Provided consulting services for clients including The Redwing Group, Radiological Assistance Consulting Engineering, and I Can Learn.

Jerry L. Hall

PROFESSIONAL EXPERIENCE CONTINUED

Global Correction, Inc.

President and Minority Owner

April 1999 to January 2003

- Led a private probation company serving misdemeanor probationers within the judicial system.

Shelby County Trustee's Office

Administrative Assistant and Director of the Tax Relief Program

March 1996 to April 1999

- Provided lobbying services before the Tennessee General Assembly and directed the county's Tax Relief Program.

Office of U.S. Senator Harlan Mathews

Field Director

January 1993 to November 1994

- Represented the senator in Fayette, Shelby, and Tipton counties, briefing him on community concerns and communicating his positions on congressional legislation.

ADDITIONAL BUSINESS LEADERSHIP

Universal Hospital Service | Service Delivery Management | 2003 to 2005
Managed a team of 15 to 20 employees delivering hospital equipment services for the Mid-South Regional Medical Center, known as The MED.

Transmed | President | 1995 to 1996
Oversaw operations for a transportation business serving TennCare patients.

United American of Tennessee | Marketing Services Manager | 1994 to 1995
Directed account servicing, lead development, and in-person solicitation activities; served as a liaison and resource for employer groups.

EARLIER PUBLIC SERVICE AND CAMPAIGN EXPERIENCE

Earlier campaign leadership includes the Cohen Committee for Senator (1992), Bretran Thompson (1991 to 1992), and Edward L. Stanton Jr. (1990). Served as project supervisor in the Shelby County Clerk's Office from 1987 to 1989.

EDUCATION AND MILITARY SERVICE

Bachelor of Business Administration, LeMoyne-Owen College, Memphis, Tennessee

Captain, U.S. Army Reserve, retired | 1984 to 1997
U.S. Army Engineering Officer School, Fort Belvoir, Virginia | 1986

Affiliations | 100 Black Men of Memphis | Alpha Phi Alpha Fraternity, Inc.