



2017 APR 10 PM 5:16  
OFFICE OF THE  
SECRETARY

MURIEL BOWSER  
MAYOR

APR 10 2017

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

Dear Chairman Mendelson:

In accordance with section 2(b)(3) of the Real Property Tax Appeals Commission Establishment Act of 2010, effective April 8, 2011 (D.C. Law 18-363; D.C. Official Code § 47-825.01a), I am pleased to nominate the following person:

Wendy Gadson  
4020 19th Street NE  
Washington, DC 20018  
(Ward 5)

for appointment as a part-time commissioner of the Real Property Tax Appeals Commission, replacing Karla D. Christensen, for a term to end April, 30, 2021.

Enclosed you will find biographical information detailing the experience of Ms. Gadson, 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, appearing to read "Muriel Bowser".

Muriel Bowser

  
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 Ms. Wendy Gadson to the Real Property Tax Appeals  
Commission.

RESOLVED, BY THE COUNCIL OF THE DISTRICT OF COLUMBIA, That this  
resolution may be cited as the "Real Property Tax Appeals Commission Ms. Wendy Gadson  
Confirmation Resolution of 2017".

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

Wendy Gadson  
4020 19th Street NE  
Washington, DC 20018  
(Ward 5)

as a part-time commissioner of the Real Property Tax Appeals Commission, pursuant to section  
2(b)(3) of the Real Property Tax Appeals Commission Establishment Act, effective April 8,  
2011 (D.C. Law 18-263, D.C. Official Code § 47-825.01a), replacing Karla D. Christensen, for a  
term to end April 30, 2021.

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.

# WENDY A. GADSON

## QUALIFICATIONS SUMMARY

**Senior sales professional** with 20+ years of progressively responsible experience among the following sectors: **consumer products, association sports marketing, non-profit organizations, residential real estate sales, and hospice care.** Demonstrated history of success in generating year-over-year sales increases among existing accounts, while forging and fostering new client relationships. Adept at selling in both **business-to-business (B2B)** and **business-to-consumer (B2C)** environments, having served a diverse clientele of individuals, small businesses, and Fortune 500 companies. Consistently generate strong results in both self-directed and team environments.

### Areas of Strength:

- Business Development
- Marketing / Advertising
- Relationship Building
- Negotiations
- Consultative Selling
- Public Speaking / Training
- Strategic Planning
- Account Management

## PROFESSIONAL EXPERIENCE

**LONG & FOSTER REAL ESTATE, INC.,** Washington, DC (<http://longandfooster.com/>).....2003–Present  
*The largest independently owned real estate company in the Mid-Atlantic Region offering a full complement of services from real estate brokerage to mortgage lending, real property titling, and homeowner's insurance.*

### Residential Real Estate Agent / Realtor®

- Earned corporate sales performance distinctions as follows: *Brookland Office Top Producer 2009 through 2012 and Gold Team Member.*
- *Generated more than \$10.6 million per year in residential real estate sales for 2009 and 2010.*
- Achieved a 58% increase in sales, representing more than \$5.1 million for 2006.
- Achieved GRI distinction and eligible to take associate brokers licensure exam

**VITAS INNOVATIVE HOSPICE CARE, WASHINGTON, DC** (<http://www.vitas.com>)..... 2008–2012  
*The nation's largest provider of end-of-life care, which has been a pioneer and leader in the hospice movement since 1978.*

### Community Liaison

- Serve as a Washington, DC community educator, providing information regarding VITAS hospice care services while forging, cultivating, and maintaining long-term and substantial relationships and alliances with potential referral sources among traditionally underserved populations including African Americans, Latinos, Asians, and seniors.
- Identify and conduct outreach initiatives to leaders and service-oriented entities in target areas such as faith-based organizations, social and civic organizations, healthcare professional alliances, public health departments, and Federally-funded community clinics.
- Develop, implement, and evaluate quarterly and annual program plans to achieve negotiated goals and to implement strategies and actions that increase access to target populations

**NATIONAL ASSOCIATION OF BROADCASTERS (NAB),** Washington, DC ([www.nab.org](http://www.nab.org))..... 1998–2003  
*A trade association advocating on behalf of 8,300+ free, local radio and television stations and broadcast networks before Congress, the Federal Communications Commission (FCC), and the Courts.*

### Account Executive

- Maintained responsibility for advertising and sponsorship income generation for NAB conventions, seminars, and meetings.
- Generated \$500,000+ in annual advertising and sponsorship revenue.
- Surpassed sales goals by 15% for NAB's 2001 and 2003 Radio Show event.



## Wendy A. Gadson

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### WASHINGTON SPORTS AND ENTERTAINMENT (WSE), Washington, DC

(<http://www.verizoncenter.com/about/wse.shtml>) ..... 1996–1998  
*A multi-faceted organization managing sports and entertainment events, a professional sports team, and two arenas.*

#### Director of Club Seating (1997–1998)

- Produced \$1.3+ million in annual sales of Club Seats and Suites to corporate and individual sponsors.

#### Director of Sports Marketing (1996–1997)

- Administered advertising package sales for three sports arenas, as well as sponsorship and advertising for the following teams: the *Washington Capitals*, *Wizards*, and *Warhogs* and *Georgetown Basketball*.

### AMERICAN RED CROSS (ARC), Baltimore, MD ([www.redcross.org](http://www.redcross.org)) ..... 1995–1996

*The nation's foremost humanitarian organization providing emergency assistance, disaster relief, and education inside the United States, as part of the International Federation of the Red Cross.*

#### Apheresis Recruiter

(Apheresis: a three-hour process during which the blood of a donor or patient is passed through an apparatus that separates out one particular constituent and returns the remainder to the circulation.)

- Recruited and managed all new apheresis donors throughout the Washington, DC Metropolitan Area, generating a 25% increase in donors through the following initiatives.
  - Developed donor programs with corporate stalwarts such as Pepco and Washington Gas.
  - Directed a 10-member volunteer advisory board of directors comprised of community and business representatives, who organized and executed special events.
  - Educated existing blood donors on apheresis through targeted marketing.

### AMERICAN CANCER SOCIETY (ACS), Albany, NY ([www.cancer.org](http://www.cancer.org)) ..... 1994–1995

*A national, community-based voluntary health organization committed to ending cancer as a health concern with state divisions and more than 3,400 local offices.*

#### District Fundraiser

- Directed all fundraising efforts in Saratoga Springs County, while recruiting, training, and educating 100+ volunteers.
- Leverage 150 volunteers among 50 public locations to generate \$200,000+ in sales for the Society's annual Daffodil Festival fundraiser.

### KRAFT USA, Columbia, MD (<http://kraft.com>) ..... 1990–1993

*One of the world's largest food and beverage companies with annual revenues of \$34 billion.*

#### Sales Representative

- Supervised a 55-store territory across the Washington, DC Metropolitan Area and Baltimore City, MD.
- Trained all new sales representatives, managed advertising funds for multiple key accounts.
- Received team recognition for *Outstanding Splinter Group Sales*.

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## EDUCATION

BA, English Literature, University of Maryland, College Park, MD ..... 1988

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## CIVIC ACTIVITIES

Volunteer, Food and Friends ..... 2012–Present

Secretary, Barney Neighborhood House ..... 2008–2013

Senior Advisory Board Member / Stakeholder, Washington, DC Cancer Consortium (WDCCC) ... 2008–2012

Volunteer, Hospital for Sick Children (HSC) Pediatric Center's June Fair ..... 2004–2012

Member, Toastmasters International ..... 1999–Present

Club Officer (2001–2003) » Area and Division Champion, International Speech Competition (2004)

Area, Division, and District Champion, International Speech Competition (2003)

Area Champion, Humorous Speech Competition (2002)



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

## Wendy Gadson



Wendy Gadson is a Residential Real Estate Agent/Realtor with Long & Foster Real Estate, Inc.

Ms. Gadson has over 14 years of Fortune 100 and Fortune 500 sales and marketing experience. In 2003, she began working for Long & Foster Real Estate, Inc. From 2009-2010, she generated more than \$10.6 million in residential sales. Ms. Gadson was recognized as the Brookland Office of Long & Foster Real Estate, Inc. Top Producer from 2009-2012 and a named Gold Team Member. With her experience with diverse clientele and small businesses, she has gained the skill set at selling in both business-to-business (B2B) and business-to-consumer (B2C) environments. Ms. Gadson previously served as an Account Executive with the National Association of Broadcasters, which has further equipped her to offer clients knowledgeable and professional service. She strives to give clients excellent customer service, integrity, cutting edge marketing, and assistance in financing.

A Ward 5 resident, Ms. Gadson received a Bachelor's degree in English Literature from the University of Maryland.



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



Office of the General Counsel to the Mayor

**To:** Lolita Alston, Steve Walker  
**From:** Betsy Cavendish  
**Date:** April 3, 2017  
**Subject:** Legal sufficiency review of Resolution appointing Wendy Gadson and reappointing Alvin Jackson and Frank Sanders to the Real Property Tax Appeals Commission

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**This is to Certify that** this office has reviewed the above-referenced Resolution 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.

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Elizabeth Cavendish