



ERIC GARCETTI
MAYOR

August 13, 2014

Honorable Members of the City Council
c/o City Clerk
City Hall, Room 395

Honorable Members:

Subject to your confirmation, I have reappointed Mr. Gabriel Esparza to the Board of Civil Service Commissioners for the term ending June 30, 2019. Mr. Esparza's current term expired on June 30, 2014.

I certify that in my opinion Mr. Esparza is qualified for the work that will devolve upon him, and that I make the appointment solely in the interest of the City.

Sincerely,

A handwritten signature in blue ink that reads 'E. Garcetti'.

ERIC GARCETTI
Mayor

EG:dlg

Attachment

COMMISSION APPOINTMENT FORM

Name: Gabriel Esparza
Commission: Board of Civil Service Commissioners
End of Term: 6/30/2019

Appointee Information

- 1. Race/ethnicity:** Latino
- 2. Gender:** Male
- 3. Council district and neighborhood of residence:** 5 - West Los Angeles
- 4. Are you a registered voter?** Yes
- 5. Prior commission experience:**
- 6. Highest level of education completed:** M.B.A., Harvard Business School
- 7. Occupation/profession:** Vice President, Business Development, Global Corporate Services, American Express
- 8. Experience(s) that qualifies person for appointment:** See attached resume
- 9. Purpose of this appointment:** Reappointment
- 10. Current composition of the commission (excluding appointee):**

Name	APC	CD	Ethnicity	Gender	Appt date	Term end
Esparza, Gabriel	West LA	5	Latino	M	14-Aug-09	30-Jun-14
Fugate, Jeanne	East LA	13	Caucasian	F	25-Apr-14	30-Jun-15
McClelland, Nancy	West LA	5	Caucasian	F	11-Aug-06	30-Jun-16
Steinke, Suzanne M.	Central	4	Caucasian	F	14-Aug-13	30-Jun-18
Weiss, Jonathan	Central	5	Caucasian	M	25-Apr-14	30-Jun-17

GABRIEL J. ESPARZA

Experience

2003 – present

AMERICAN EXPRESS COMPANY

Vice President – Business Development, Global Corporate Payments

LOS ANGELES, CA

Lead select team of senior sales directors stacked against the 100 largest commercial prospects worldwide with responsibility for signing both T&E and B2B payments deals.

- Assumed responsibility for historically underachieving team and doubled volume by second year.
- Engage senior client decision-makers on global program negotiations and deployments.

Director – Business Development, Global Corporate Payments

LOS ANGELES, CA

Sourced and negotiated commercial payments deals with prospects over \$2B in revenue headquartered in California.

- Indirectly managed cross-functional team of finance, risk, technology, and implementation managers.
- Achieved 145% of target in 2011

Director – Industry Development, OPEN from American Express

NEW YORK, NY

Led team of four managers who assessed industry-specific opportunities for roll-out across divisions.

- Managed corporate initiative to grow B2B spending (23% growth; \$30B in '07).
- Drove business development efforts to stimulate commercial insurance spending (38% growth; \$408M in '07).

Senior Manager – Vertical Marketing, OPEN from American Express

NEW YORK, NY

Developed strategy and led the execution of marketing efforts for \$2.4B B2B small business healthcare portfolio.

- Grew B2B healthcare portfolio by 30% ('06).
- Conducted direct mail spend campaign with 9.6% lift of incremental \$11.5M in volume over 3-month period.

Senior Manager – Business & Product Development, OPEN from American Express

NEW YORK, NY

Led capability development that drove B2B card acquisition and improvement of the customer experience.

- Developed capability to provide approved applicants use of their account number prior to receipt of card plastic.
- Expanded the ability to cross-sell business cards to both consumer card prospects and card-accepting merchants.

2000 – 2002

DIAMOND CONSULTING (later acquired by PricewaterhouseCoopers)

Senior Associate Consultant

NEW YORK, NY

Performed a variety of strategic analyses, project management and “killer app” ideation for strategy consulting firm.

- Developed cost model for roll-up of a major medical supplies distribution company.
- Served as principal author on the firm “point-of-view” paper on Customer Relationship Management (CRM).
- Served as Acting Chief Operating Officer for \$4M non-profit faced with post-Sept. 11th funding constraints.

1995 – 1998

THE WALT DISNEY COMPANY

Internal Consultant – Walt Disney World Company

ORLANDO, FL

Directed process redesign project for capital development initiatives between Disney Imagineering and Attractions.

- Performed analysis of operating procedures, capital authorization processes and organizational structures.
- Assisted in the redeployment of duplicate technical expertise and reduction in inter-divisional competition.

Operations Manager – Epcot, Walt Disney World Company

ORLANDO, FL

Responsibility for ~\$10M theme park pavilion including restaurant, merchandise and attractions operations.

- Daily oversight of up to 45 employees with specific career development leadership for a team of 15.
- Served as financial manager with responsibility for identifying efficiency enhancements (5% '97 labor savings).

1994 – 1995

ROTHENBERG SYSTEMS INTERNATIONAL (later acquired by Fair Isaac Corp.)

Manager – Latin American Operations

MEXICO CITY, MEXICO

Sales and account management for U.S. software company specializing in financial services processing technology.

Education

1998 – 2000

HARVARD BUSINESS SCHOOL

BOSTON, MA

Master of Business Administration. Awarded the National Society of Hispanic MBAs Scholarship and Hispanic Scholarship Fund Award. Elected Section President. Founder of the Latino Students Association (LASO). Summer internship experience split between Silicon Graphics, Inc. and Walt Disney Consumer Products.

1990 – 1994

STANFORD UNIVERSITY

STANFORD, CA

Bachelor of Arts degrees in International Relations and Psychology. Studied abroad in Argentina. Awarded the Hispanic Scholarship Fund Award. Summer internship experiences at GE Capital Corporation and Wells Fargo Bank.

Boards

2011 – present

HARVARD BUSINESS SCHOOL ALUMNI BOARD – Member

The HBS Alumni Board is a select group of 50 alumni who work to advance the interests of alumni worldwide by interacting with the Dean, faculty, students, and staff and proposing actions to enhance the well-being of the school and its alumni. Elected to a 3-year term.

2009 – present

LOS ANGELES BOARD OF CIVIL SERVICE COMMISSIONERS – Commissioner

The Civil Service Commission oversees the 50,000 employees of the City of Los Angeles through the Personnel Department. The five commissioners are appointed by the Mayor and have the power to enforce the Civil Service rules of the city including appeals from discharge/suspension, discrimination complaints, and other administrative matters. Appointed by the Mayor and confirmed by the City Council to a 5-year term.

2004 – present

HARVARD BUSINESS SCHOOL LATINO ALUMNI ASSOCIATION – Co-Founder and current Chairman

The HBS Latino Alumni Association was established in 2004 to serve the more than 1000 MBA and Exec Ed. graduates who self-identify as Latino. The mission is to provide meaningful programming to Latino alumni, to serve as mentors, and to engage in effective community service. Elected to a 2-year term as Chairman.

2005 – 2008

NATIONAL SOCIETY OF HISPANIC MBAs CORPORATE ADVISORY BOARD – Member

The mission of the NSHMBA Corporate Advisory Board is to provide advice and counsel to the organization, to strengthen the synergies between NSHMBA and its partners, and to expand NSHMBA's influence in the marketplace. Appointed by American Express to represent its interests on the board.

1999 – 2006

BRONX CHARTER SCHOOL FOR THE ARTS – Co-Founder and Chairman of the Board of Trustees

Bronx Arts is a K-6 elementary school founded on the principle that an arts education is critical to the academic and social success of all students. Located in the Hunts Point area of the South Bronx, the school's original 5-year charter was renewed in 2008. Elected by the Founders to lead the Board.

Honors

2006

HISPANIC SCHOLARSHIP FUND – Alumni Hall of Fame Inductee

This Hispanic Scholarship Fund was created in 1975 to increase the number of Hispanic college graduates by providing scholarships and assistance to students and their families. Since 2002, the organization has honored four former scholars who embody the ideals of HSF – excellence, altruism, optimism, and accomplishment.

2002

HISPANIC LEADERS PROGRAM (Madrid and Santander, Spain) – selected participant

The Hispanic Leaders Program was created in 1998 by the US-Spain Council in conjunction with the Spanish Ministry of Foreign Affairs. The highly selective program offers young, Hispanic leaders from the U.S. an opportunity to travel to Spain and influence the political, economic and cultural exchange of ideas.



ERIC GARCETTI
MAYOR

August 13, 2014

Mr. Gabriel Esparza

Dear Mr. Esparza:

I am pleased to inform you that I hereby reappoint you to the Board of Civil Service Commissioners for the term ending June 30, 2019. In order to complete the process as quickly as possible, there are several steps that must be taken, many of which require visiting City Hall. If you require parking during these procedures, please call Cary Gross in my Office at (213) 978-0621 to make arrangements for you.

To begin the reappointment process, please review, sign and return the enclosed Remuneration Form, Undated Separation Forms, Background Check Release and Information Sheet **within one week** of receiving this letter. These documents are necessary to ensuring the most efficient, open and accountable City government possible.

Under separate cover you will be receiving a packet from the City Ethics Commission containing information about the City's conflict of interest laws and a copy of the State Form 700/Statement of Economic Interests. You are required to complete and return this form **within 21 days** of your nomination to the City Ethics Commission, 200 North Spring Street, City Hall, 24th Floor, Los Angeles, California 90012. Any inquiries regarding this form should be directed to Shannon Prior at the Ethics Commission at (213) 978-1960.

As part of the City Council confirmation process, you will need to meet with Paul Koretz, who is both your Councilmember and the Chair of the Personnel and Animal Welfare Committee, to answer any questions he may have. You will be hearing from a City

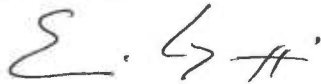
Mr. Gabriel Esparza
August 13, 2014
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Council committee clerk who will let you know when your reappointment will be considered by the Personnel and Animal Welfare Committee. Some time thereafter, you will be notified by the committee clerk when your reappointment will be presented to the full City Council for confirmation. Once you are confirmed, you will be required to take the oath of office in the City Clerk's Office in Room 395 of City Hall. Cary Gross will assist you during the confirmation process if you have questions.

Commissioners must be residents of the City of Los Angeles. If you move at any point during your term, have any changes in your telephone numbers, or in the future plan to resign (resignation must be put in writing), please contact my office immediately.

Congratulations and thank you for agreeing to serve the people of Los Angeles.

Sincerely,

A handwritten signature in black ink, appearing to read "E. Garcetti". The signature is stylized with a large initial "E" and a flourish at the end.

ERIC GARCETTI
Mayor

EG:dlg

Attachment I
Mr. Gabriel Esparza
August 13, 2014

Nominee Check List

I. Within seven days:

Mail, fax or email the following forms to: Cary Gross, Office of the Mayor, Office of External Affairs, City Hall, 200 N. Spring Street, Los Angeles, CA 90012 or email: cary.gross@lacity.org.

_____ **Remuneration Form**

_____ **Undated Separation Forms**

_____ **Background Check Release**

_____ **Commissioner Information Sheet/Voluntary Statistics**

II. Within 21 days:

File the following forms with the City Ethics Commission. *If you are required to file, you will receive these forms in via email from that office.*

_____ **Statement of Economic Interest ("Form 700")**

IMPORTANT: The City Council will not consider your nomination until your completed form is reviewed by the Ethics Commission.

_____ **CEC Form 60**

III. As soon as possible, the Mayor's Office will schedule a meeting with you and:

_____ **Your City Councilmember and Chair of the Council Committee considering your nomination, Paul Koretz (contact at (213) 473-7005).**

Staff in the Mayor's Office of External Affairs will assist you with these arrangements.