

Application Form

Profile

John _____ D _____ Henry _____
 First Name Middle Initial Last Name

Home Address _____ Suite or Apt _____
 Danville _____ CA _____ 94526 _____
 City State Postal Code

Primary Phone _____

Email Address _____

[District Locator Tool](#)

Resident of Supervisorial District:

District 2

Self _____ Principal _____
 Employer Job Title

Length of Employment

7 months

Do you work in Contra Costa County?

Yes No

If Yes, in which District do you work?

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How long have you lived or worked in Contra Costa County?

60 years

Are you a veteran of the U.S. Armed Forces?

Yes No

Board and Interest

Which Boards would you like to apply for?

East Bay Regional Park District's Park Advisory Committee - BOS Appointee: Submitted

Seat Name

Advisory committee

Have you ever attended a meeting of the advisory board for which you are applying?

Yes No

If Yes, how many meetings have you attended?

Education

Select the option that applies to your high school education *

High School Diploma

College/ University A

Name of College Attended

University of Texas at Austin

Degree Type / Course of Study / Major

BA

Degree Awarded?

Yes No

College/ University B

Name of College Attended

Degree Type / Course of Study / Major

Degree Awarded?

Yes No

College/ University C

Name of College Attended

Degree Type / Course of Study / Major

Degree Awarded?

Yes No

Other Trainings & Occupational Licenses

Other Training A

Certificate Awarded for Training?

Yes No

Other Training B

Certificate Awarded for Training?

Yes No

Occupational Licenses Completed:

Qualifications and Volunteer Experience

Please explain why you would like to serve on this particular board, committee, or commission.

For more than 50 years I have regularly used and enjoyed the Regional Parks, State Parks, and National Parks in the East Bay and beyond (I hike the different park trails more than once per week, and am a long time Golden Poppy State Park Annual Pass holder). As such, I have first-hand experience and perspectives on many of the issues, opportunities, and challenges vis-a-vis grazing, dogs, horses and bikes in parks, the Park District budget, naming of park facilities, park land use plans, new concessions, etc.. Moreover, as a recently retired 25 year Management Consultant at Deloitte, I have extensive experience with facilitating complex groups of diverse stakeholders to drive successful decisions and or outcomes.

Describe your qualifications for this appointment. (NOTE: you may also include a copy of your resume with this application)

Please see attached resume, and LinkedIn page: <https://www.linkedin.com/in/johnhenry123/>

Upload a Resume

Would you like to be considered for appointment to other advisory bodies for which you may be qualified?

Yes No

Do you have any obligations that might affect your attendance at scheduled meetings?

Yes No

If Yes, please explain:

Are you currently or have you ever been appointed to a Contra Costa County advisory board?

Yes No

If Yes, please list the Contra Costa County advisory board(s) on which you are currently serving:

If Yes, please also list the Contra Costa County advisory board(s) on which you have previously served:

List any volunteer or community experience, including any advisory boards on which you have served.

Conflict of Interest and Certification

Do you have a familial or financial relationship with a member of the Board of Supervisors? (Please refer to the relationships listed under the "Important Information" section below or Resolution No. 2021/234)

Yes No

If Yes, please identify the nature of the relationship:

My wife Michelle Henry currently serves as Assemblywoman Rebecca Baur-Kahan's District Director. Prior to this, she has served in senior roles to a number of Bay Area State and Federal elected officials. In these roles, she has known or might know members of the Board of Supervisors.

Do you have any financial relationships with the County such as grants, contracts, or other economic relationships?

Yes No

If Yes, please identify the nature of the relationship:

Please Agree with the Following Statement

I CERTIFY that the statements made by me in this application are true, complete, and correct to the best of my knowledge and belief, and are made in good faith. I acknowledge and understand that all information in this application is publicly accessible. I understand that misstatements and/or omissions of material fact may cause forfeiture of my rights to serve on a board, committee, or commission in Contra Costa County.

I Agree

Important Information

John D Henry

1. This application and any attachments you provide to it is a public document and is subject to the California Public Records Act (CA Government Code §6250-6270).
2. All members of appointed bodies are required to take the advisory body training provided by Contra Costa County.
3. Members of certain boards, commissions, and committees may be required to: (1) file a Statement of Economic Interest Form also known as a Form 700, and (2) complete the State Ethics Training Course as required by AB 1234.
4. Meetings may be held in various locations and some locations may not be accessible by public transportation.
5. Meeting dates and times are subject to change and may occur up to two (2) days per month.
6. Some boards, committees, or commissions may assign members to subcommittees or work groups which may require an additional commitment of time.
7. As indicated in Board Resolution 2021/234, a person will not be eligible for appointment if he/she is related to a Board of Supervisors' member in any of the following relationships:
 - (1) Mother, father, son, and daughter;
 - (2) Brother, sister, grandmother, grandfather, grandson, and granddaughter;
 - (3) Husband, wife, father-in-law, mother-in-law, son-in-law, daughter-in-law, stepson, and stepdaughter;
 - (4) Registered domestic partner, pursuant to California Family Code section 297;
 - (5) The relatives, as defined in 1 and 2 above, for a registered domestic partner;
 - (6) Any person with whom a Board Member shares a financial interest as defined in the Political Reform Act (Gov't Code §87103, Financial Interest), such as a business partner or business associate.

John Henry

Danville, CA 94526

<https://www.linkedin.com/in/johnhenry123/>

SUMMARY

A proven professional services management and sales leader with more than 35 years of experience consulting with clients in the technology hardware, software, cloud, and services industries. Consistently ranked as “Highest Performer” representing >\$2B in professional services revenue combined with the highest level of client satisfaction scores.

Areas of Expertise

- Using creative solutions to build/expand business
- Identifying and building extensive Board and Senior Executive (Business and Functional) relationship networks relevant to their needs...that lead to projects
- Designing and delivering dozens of strategic conversations vis-à-vis custom strategy and operations workshops both at clients and within Deloitte
- Building and managing multiple cross-functional sales and delivery teams, and market alliances
- Training dozens of senior executive clients (and colleagues) in designing strategic conversations and presentations
- Assisting emerging and established clients in addressing a range of issues including:

Merger integration, splits & divestitures, IPO support, finance transformation, risk mitigation, cyber security & privacy, operations improvement, talent development, organizational strategy, Real Estate, compensation & benefits, corporate strategy, lead-to-cash process improvement, sales effectiveness, and large system implementations (e.g., SAP, Oracle, Workday, and Salesforce.com)

- Deeply experienced at successfully negotiating legal contracts including Master Services Agreements, NDAs, Alliance Agreements, and Statements of Work, Real Estate Leases and Purchase Agreements

Clients

Adobe, Airbnb, Alphabet, Anaplan, Apple, DocuSign, Dolby Laboratories, Google, HP, Hewlett Packard Enterprise, Itochu, Logitech, Pinterest, Salesforce.com, Slack, Symantec, Uber, Visa, VMware, and Workday

Market Brand

In a 2023 survey of 43 past and current clients, the words/phrases John’s clients most used to describe him were: leader, strategic, insightful, high IQ, outcome focused, game changer, rainmaker, positive, team builder, connected, coach, mentor, reliable, and trusted advisor

EXPERIENCE

Deloitte, Global Lead Client Service Partner, San Francisco, CA

2001-Present

World's largest global professional services Firm

Leadership Role:

- **Lead Client Service Partner** responsible for all aspects of account strategy and management including P&L, sales, multi-million-dollar market alliance development, contract negotiation and execution, project delivery, client satisfaction assessment/quality assurance, and executive relationship development at Anaplan, DocuSign, Logitech, Pinterest, Salesforce.com, Slack, Symantec, VMware, and Workday
- **Client Relationship Lead** responsible for relationship development and maintenance at assigned clients including Adobe, Airbnb, Apple, Dolby Laboratories, HP, Hewlett Packard Enterprise, Itochu, Uber, and Visa.
- **Fastgrowth Portfolio Technology Industry Lead** responsible for managing and growing portfolio of ~35 high-growth Northern California technology industry emerging clients

Founder:

- Deloitte's **Bay Area OnBoarding Academy**, a biannual training program for select CXOs who wish to develop board of director skills, career plans, and board member relationships
- Founded in 2013, the Academy's alumni include more than 400 of the most successful senior executives and board members in Northern California from clients including Adobe, Alphabet, Chevron, Cisco, Clorox, Docusign, eBay, Electronic Arts, Facebook, Google, HP, Hewlett Packard Enterprise, Kaiser, LinkedIn, Salesforce.com, Symantec, and Visa, etc.

Published/Authoried:

- Co-authored published [The World Remade by Covid-19](#) To date, the report stands as Deloitte's most downloaded eminence piece
- Authored published Wall Street Journal Article [Courting the Candidate Customer](#) on talent attraction and retention innovations.
- Authored and presented internal Deloitte white paper in 2010 on social enabled talent ecosystems [talent cloud] that highlighted the threat and opportunity available to the Firm
- Authored multiple Deloitte/Client relationship 'Annual Report' documents for use at clients
- Spearheaded creation and submittal to the FASB/EITF regulatory body a white paper titled [Accounting for the Purchase of Cloud Computing Arrangements](#) that focused on amending the Lease Accounting Regulations to accommodate emerging SaaS and Cloud revenue models. Other co-authors included the Controllers and/or SVPs of Revenue Recognition at Autodesk, Cadence, EMC, Google, Hewlett-Packard, NetSuite, Salesforce.com, Symantec, VMWare, and Workday.

Alliance Group Business Consulting, Principal, Walnut Creek, CA 1999 – 2001

Reported to EVP & General Manager of Sales, e-business, and Marketing for Hewlett-Packard

- Senior executive responsible for building direct capabilities for \$38B personal computer systems business group

- Developed solution sales program for HP Direct sales organization that enabled strategic solution conversations with direct customers which enabled rapid growth from \$0 to \$7B in two years
- Member of M&A evaluation team responsible for acquisitions focused on building and enhancing HP's direct capabilities

Vanstar/Inacom Corporation, Pleasanton, CA - 1996 – 1999

Office of the Chairman - Special Projects for Acquisitions, Divestitures, and Operational initiatives
Reported to Chairman and CEO of \$8 Billion computer value-added reseller
Publicly held Value Added Reseller (NYSE: VST)

- Closed two largest sales in company's history (Chevron and Wendy's representing more than \$1B in revenue)
- Chairman's Club all years

Capstone Development, Potomac, MD - 1992 – 1996

Developed several commercial real estate projects located in Virginia and Maryland for private family investors

- Deeply involved in all aspects of development including site selection, site design, permitting & approvals, pre-leasing, construction and permanent financing
- Successfully negotiated multiple contracts

EDUCATION

Bachelor of Arts, History, Philosophy & Theology, University of Texas at Austin, Austin, TX 1988

Rotary International Scholar, Canterbury University, Christchurch, New Zealand

INTERESTS

- Sailing: First place winner in New York Yacht Club Newport-Bermuda race. Currently keep 38' sailboat in Marina Del Rey, CA where we are a member of Del Rey Yacht Club
- Masters Swimming
- Trail hiking
- Sous Chef/Apprentice Chef: Completed French 6-year culinary apprenticeship