

Board / Committee / Commission Application

Submitted on	19 August 2025, 1:40pm
Receipt number	12
Related form version	0

Applicant Information

Full Name	Calvin
Email Address	
Please specify the Board, Commission or Committee you are applying for	Budget Advisory Committee
I am currently a member of the above Committee, and am seeking reappointment.	No
If you are seeking re-appointment, has any of your information changed within the last 12 months?	

Residency Information

Home Address	
City	
State	
Zip Code	
Home/Cell Phone Number	
How long have you lived in Emeryville?	2

Employment Information

Place of Employment	T-Mobile
Occupation	Technology Consultant
Business Address	
City	

State	█
Zip Code	█
Business Phone Number	█
How long have you worked in Emeryville?	2
Upload Your Resume	█

Demographic Information

What race/ethnicity do you most closely identify with? Select all that apply.

Black or African American

If not listed above, please specify:

Age Group

20-44 years old

Household Annual Income Level

\$150,000 - \$199,999

Are there children under the age of 18 in your household?

No

Education

High School

Edmond North

College

Arizona state

Trade or Business School(s)

Aviation

Other Interest

Air traffic controlling

Advisory Body Experience / Information

Are you currently serving on other Boards, Commissions, or Committees?

No

Have you served on a Board, Commission, or Committee before?

No

Please list all past and current City of Emeryville advisory boards.

Na

Please list any past and current board, commission or committee memberships outside of Emeryville.

No

Please list all organization memberships and positions held.

N/A

Please list any relevant work and volunteer experience.

I bring several years of experience in financial planning and business

development to the table, which I believe will be beneficial to the committee's efforts.

Why are you interested in serving on this Board, Commission, or Committee?

I am deeply passionate about the future of Emeryville and committed to serving this wonderful city in every way I can.

Planning Commission Applicants Only

Please provide a short (300 words or less) statement discussing your ideas and attitudes about planning in Emeryville. Please consider issues such as traffic, industrial and commercial development density, affordable housing, maintaining community diversity and jobs/housing balance.

Calvin Dillahunt

Technology Account Executive

Qualifications Summary	Proven technology sales expert with 10 years of experience helping drive millions of dollars in sales for iconic brands in multiple industries. Strong sales professional who strategically cultivates relationships to achieve best-in-class results. Excels in risk management, lead generation, channel optimization, network infrastructure, SaaS, telecom, operations, business development, Go-to-market strategy, sales forecasting, strategic planning, negotiation, and elevating the customer experience. Excellent in utilizing key performance indicators, networking, and CRM to overachieve in B2B results. • Sales Management • Performance Management • Territory Expansion • Challenger Sales Methodology • Sales Presentations • Client Cultivation • Client Experience • Channel Management • MEDDIC Sales Methodology • Pipeline Management
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Career Experience	T-Mobile For Business 09/2023 - Current Major Account Technology Consultant - San Francisco, CA Driving solution-based sales for T-Mobile For Business within the Mid-Market and Enterprise Segment. Providing Corporate Mobility plans, 5G Internet, IoT, VoIP, Starlink, 5G Private networks, and software solutions. Expert in utilizing tools and creating partnerships to help drive ROI conversations with C-suite and stakeholders using a consultative approach by cold calling, networking events, internal/external partners, channel partners, Zoominfo, LinkedIn Sales Navigator, and business referrals—new logo closer and partnership creator. • 128% to quota for 2024 • Largest VoIP win in the Mid-Market segment, equalling out to \$8,000 MRR • Largest IoT win in the Mid-Marke segment with 150,000.00 units, equally out to \$300,000.00 MRR • On board eight new channel/MSP partners who are driving thousands of activations monthly for T-Mobile Comcast Business 01/2022 - 05/2023 Enterprise Account Executive - San Francisco, CA Driving solution-based sales for Comcast Business within the Mid-Market. Providing SaaS, network infrastructures, cloud solutions, cyber security, TV, and voice solutions. Expert in AWS, Engaging C-suite and stakeholders with a consultative approach by cold calling, networking events, Zoominfo, LinkedIn Sales Navigator, and business referrals. Increased current customer portfolio, while prospecting for new logos. • Q2 Rookie Award Winner 189% to Quota • 131% to Quota for 2022 generating over 2 million dollars in revenue. New York Life Insurance & Securities 03/2019 - 01/2022 Financial Advisor & Agency Owner - San Francisco, CA Sales expert on building a book of business and offering various financial solutions in insurance including, but not limited to college funding, retirement, managing costs for extended periods of time, and lifetime income strategies. Utilizing advertising, social media, and business networking groups to increase client acquisition. Expert in planning and designing specialized financial portfolios for individuals, families, and businesses based on their needs and expectations. • Captured 68 new clients resulting in over \$112K in commissions. • Established over \$800K in assets under management in 2020. • Built a market of consumers from networking events, referrals, direct mailing, and internet marketing.
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Continued...

Verizon Wireless

01/2015 - 04/2019

Consumer Sales District Manager - San Francisco, CA (01/2018 - 04/2019)

Leader and motivator in all aspects of sales and operation, including developing best practices, pitches, and objection handling. Executing sales strategy, sourcing, hiring, and evaluating account representatives, providing ongoing sales training, and developing and implementing a playbook of non-negotiables to drive sales and employee engagement, for seven retail stores in the Bay area (71 employees). Manage business operations, including budgeting, forecasting, analyzing, and reporting. Promoted six into higher-level roles.

- Rolled out a new sales process that increased accessory revenue sales per device, generating an additional \$350K over the previous year.
- Improved shrinkage by more than \$18K over the prior year by partnering with operations to create an easy, unilateral process.
- Increased data-only device contract growth by 20% year-over-year. Added 5,000 more contracts using the “plus three” process of suggesting additional items customers may not have considered.
- Increased cellular phone contract growth by 15% year-over-year. Which increased ARR from \$15.5M to \$22.5M
- Hyperscaled a team of three outbound sales consultants to a team of ten sales consultants.

General/SMB Sales Manager - Oklahoma City, OK (10/2016 - 01/2018)

Drove sales and operations for a 12-employee retail sales team. Developed and implemented a playbook of non-negotiables to drive sales and employee engagement. Coached and inspired employees within the district on their way to being promoted to Management. Set retail schedule and managed payroll. Promoted three to management.

Drove sales, prospecting, and marketing for 6 employee outbound sales teams. Managed weekly cold-calling conferences. Establish a winning and competitive culture. Actively participated in ride-along to close business sales.

- Achieved two 1st place finishes for the top-performing store in the territory.
- Earned top 10% in company sales manager performance.
- Increased SMB sales by 18% year-over-year. Which equaled over 1,400 new business connections from the previous year.

Business to Business Account Executive - Phoenix, AZ (01/2015 - 10/2016)

Drove sales for B2B and SMB clients, focusing on total solutions including hardware, data, SaaS, and security for companies and enterprises with 1 to 1000 employees. Provided account management and sales presentations for existing and new clients, regularly providing (SWOT) analysis. Build long-term relationships to increase the company's bottom line. Strong focus on cold calling, prospecting, and outside sales.

- Captured 25 new companies in a competitive takeout, totaling 332 new contracts.
- Achieved 150% of sales quota and top 10% in company sales.

Hertz Rental Car Company

03/2010 - 05/2015

Sales Trainer - Oklahoma City, OK

Created and implemented vigorous product knowledge for all new hires and seasoned employees. Provided individualized field training to ensure quality service. Evaluated domestic reservation calls for quality, product knowledge, and customer satisfaction.

Education

Bachelors of Applied Science, Aviation Management
Arizona State University, Tempe, AZ
Associate of Applied Science, Air Traffic Controlling
Tulsa Community College, Tulsa, OK

Board / Committee / Commission Application

PERSONAL INFORMATION

Full Name:*

Patricia Ordóñez-Kim

Email Address:*

[REDACTED]

Gender:

[REDACTED]

Specify the Board, Commission or Committee you are applying for:*

Budget Advisory Committee

Are you currently a member of the Committee?*

☐ Yes

☒ No

Home Address:*

City:*

State:*

Zip Code:*

Home / Cell Phone Number:*

[REDACTED]

How long have you lived in Emeryville?

2 years

Place of Employment:

Oakland

Occupation:

Executive Director

Business Address:

City:

State:

Zip Code:

Business Phone Number:

How long have you worked in Emeryville?

Upload Your Résumé:

What race/ethnicity do you most closely identify with? Select all that apply.

☐ White

☐ Black or African American

☐ Hispanic or Latino

☒ Asian or Asian American

☐ American Indian or Alaska Native

☐ Native Hawaiian or Other Pacific Islander

☐ Middle Eastern or North African

☐ Not listed.

If not listed above, please specify:

Select Your Age Group:

20-44 Years

Select Your Household Annual Income Level:

\$100,000 - \$149,999

Are there children under the age of 18 in your household?

☐ Yes ☒ No

EDUCATION / EXTRACURRICULAR INTERESTS

High School:

College:

Trade or Business School(s):

Other Interests:

ADVISORY BODY EXPERIENCE / INFORMATION

Are you currently serving on other Boards, Commissions or Committees?

☐ Yes

☒ No

Have you served on a Board, Commission or Committee before?

☒ Yes

☐ No

Please list all past and current City of Emeryville advisory boards.

Please list any past and current board, commission or committee memberships outside of Emeryville.

UCGPC Nonprofit board, ex Officio 2021-2022. UCR Graduate Student Association, 2021-2022

Please list all organization memberships and positions held.

Please list any relevant work and volunteer experience.

Founding nonprofit executive director for an organization representing 60,000 graduate and professional students in the UC.

Why are you interested in serving on this Board, Commission or Committee?

As a homeowner in Emeryville, I would like to serve our community by adding another diverse voice to the budgetary priorities of the city of Emeryville.

How do you think your unique lived experience will benefit or inform the Committee's recommendations?

As a first generation everything-homeowner, doctoral candidate, American, and as a Brown Asian woman, I think my lived experience can provide an intersectional approach on how the budget may privilege or disparately hurt community members who have been disenfranchised. I center community, growth, and mutual aid in the policies that can affect our neighbors.

PLANNING COMMISSION APPLICANTS ONLY

Please provide a short (300 words or less) statement discussing your ideas and attitudes about planning in Emeryville. Please consider issues such as traffic, industrial and commercial development density, affordable housing, maintaining community diversity and jobs/housing balance.

* indicates required fields.

Patricia Ordoñez-Kim



PROFILE

Experienced higher education professional with a strong background in research, advocacy, teaching, and community-building

SELECTED PROFESSIONAL EXPERIENCE

EXECUTIVE DIRECTOR, UNIVERSITY OF CALIFORNIA GRADUATE AND PROFESSIONAL COUNCIL (UCGPC)
– AUGUST 2022 - PRESENT

Lead and execute the following areas for two nonprofit corporations: leadership and management; business operations and legal compliance; budgeting and fundraising; payroll and human resources. Strategic planning and vision development. Liaise with the UC Office of the President, legal counsel, and tax professionals to propel the corporation beyond compliance toward organizations and visibility. Create a community of graduate student leaders through a collaborative leadership style.

ETHNIC STUDIES PATHWAY GRADUATE INTERN, UNIVERSITY OF CALIFORNIA, RIVERSIDE – JULY 2021 - PRESENT

Serve in committees for the School of Education's Teacher Education Program, including the director search committee and the program applicant interview committee. Participate in webinars and events for the Ethnic Studies Pathway curriculum.

ASSOCIATE INSTRUCTOR, UNIVERSITY OF CALIFORNIA, RIVERSIDE – JUNE 2018 - JUNE 2023

Designed curriculum for undergraduate-level and graduate level courses in the Graduate School of Education. Supervised graduate student teaching assistants for the course. Lectured, held student office hours, and assigned the final grades for up to 125 students per quarter or summer session.

VICE PRESIDENT OF EXTERNAL AFFAIRS, UNIVERSITY OF CALIFORNIA, RIVERSIDE – OCTOBER 2021 - JULY 2022

Served as the Vice Chair of the Graduate Student Council and the second ranking officer of the Graduate Student Association. Conducted research using surveys and historical data. Lobbied graduate student concerns at the CA State Capitol, the UC President, and UCR Graduate Division. Conducted meetings of the Council and served as Interim President in the absence of the President. Publicized initiatives, referenda, and Elections for officer vacancies.

PUBLIC SCHOLARSHIP APPRENTICE, EQUITY AND EXCELLENCE IN EDUCATION JOURNAL –OCTOBER 2021 - MAY 2023

Update the journal's social media accounts to expand the reach of the EEE Journal and related scholarship. Review journal article submissions under the supervision of the Editors-in-Chief. Support other apprentices and the broader EEE team in building a dynamic and engaging community online through social media posts and webinars. Create aesthetically relevant content embodying the work of the scholars, artists, and community EEE represents.

TEACHING ASSISTANT, UNIVERSITY OF CALIFORNIA, RIVERSIDE – JULY 2017 - MARCH 2022

Taught various discussion sections in the Graduate School of Education, Department of Psychology, and Department of Ethnic Studies. Planned workshops and activities to improve student performance in the course. Completed grade assessments for up to 75 students per academic quarter. Worked closely with the lead instructor and department administrative staff. Recognized as an *Outstanding Teaching Assistant AY 2017-2018*.

GRADUATE RESEARCH ASSISTANT / CONSULTANT, BRANCH ALLIANCE FOR EDUCATOR DIVERSITY, AUSTIN, TX – MARCH 2021 - JUNE 2021

Gather and synthesized current research and evidence-based practices on topics related to teacher preparation, program improvement, and BranchED's Quality Framework. Develop visually appealing and branded materials and guides on topics related to teacher preparation and program improvement. Use graphic design to disseminate information in the form of materials and guides on topics related to teacher preparation and program improvement.

HIGH SCHOOL INSTRUCTOR, UNIVERSITY OF CALIFORNIA, RIVERSIDE – JUNE 2017 - AUGUST 2019

Recurrent summer position for Upward Bound, TRIO programs—a federal outreach program to first-generation, low-income K-12 students. Conducted Ethnic Studies, English, College Skills, and Multimedia Arts classes for high school students from the Riverside, Colton, and Jurupa Valley districts.

GRADUATE RESEARCH ASSISTANT, UNIVERSITY OF CALIFORNIA – APRIL 2018 - SEPTEMBER 2018

Assisted the principal investigator/professor in IRB filing and data collection. Recruited and interviewed participants. Transcribed interviews and organized field notes.

ADMINISTRATIVE COORDINATOR II, CALIFORNIA STATE UNIVERSITY, NORTHRIDGE – SEPTEMBER 2013 - SEPTEMBER 2016

Managed daily operations of the Department of Urban Studies and Planning in the College of Social and Behavioral Sciences (CSBS). Maintained department financial, payroll, HR procedures. Supervised students assistants, graders, computer lab assistants, and administrative staff.

Led several initiatives and projects: renovation of department office and computer laboratory; bi-annual newsletter and outreach; graduation event planning; recruitment and admissions for the undergraduate and graduate programs; and full-time faculty and lecturer recruitment.

Served on multiple hiring committees for administrative staff within the CSBS.

OFFICE ASSISTANT, CHAIM AARON LEVIN, CPA, SANTA MONICA, CA – SEPTEMBER 2008 - AUGUST 2010

Served as the receptionist for the accounting firm. Served as a liaison to government agencies and the firm's clients. Performed bookkeeping, filing and preliminary auditing. Collated tax returns, completed tax-related forms, and complied reports for review of the CPA.

EDUCATION

Ph.D.	Education, Society, and Culture	Doctoral Candidate
	University of California, Riverside	



M.A.	Educational Administration in Higher Education California State University, Northridge	Fall 2014
B.A.	Sociology California State University, Northridge	Spring 2012

SELECTED FELLOWSHIPS AND AWARDS

Ford Foundation Fellowship Honorable Mention	2021
California Teacher Education Research and Improvement Network Fellowship, University of California Office of the President	2021-2023
Graduate Research Mentorship Program Fellow, University of California, Riverside	2021
Harry Singer Scholarship, Graduate School of Education, University of California, Riverside	2021
Outstanding Teaching Assistant, Graduate School of Education, University of California, Riverside	2017
Eugene Cota-Robles Diversity Fellowship, University of California Office of the President	2016-2020
Master's with Distinction, California State University, Northridge	2014
Magna Cum Laude, California State University, Northridge	2012
Outstanding Graduating Senior, Department of Sociology, California State University, Northridge	2012

SKILLS

- Data-driven research using large databases, surveys, qualitative case methods, and archival research
- Event planning, including workshops, panels, and catered campus events
- Educational and career mentorship for first-generation college students, veterans, and BIPOC students
- Proficient in AI-powered tools for generating and analyzing content and streamlining tasks and enhancing productivity
- Web publishing: Web-ONE (CSUN and UCR Suite), Google sites, Wordpress, Medium, Wix, Mailchimp
- Video conferencing: Zoom meetings, webinars, Skype and Google meet
- Blackboard (iLearn) and Canvas course management
- PC and Mac Operating systems, MS Office Suite (Word, Excel, PowerPoint, Outlook, OneNote, Publisher)
- Social media: Instagram, Twitter, LinkedIn, Youtube, Facebook
- Other proprietary software and tools: iOS and Android systems, SPSS, Oracle (PeopleSoft), QuickBooks, EndNote 8X, ArcGIS online mapping, Kahoot, Canva, and iMovie.

REFERENCES

Sara Grummert, Ph.D., Academic Director
Institute for Mixed Methods Research
[REDACTED]

Danielle Mireles, Ph.D., Assistant Professor
University of Nevada, Las Vegas
[REDACTED]

Leigh Patel, Ph.D., Professor of Educational Foundations, Organizations, and Policy
School of Education, University of Pittsburgh
[REDACTED]

Rabea Qamar, Ph.D. , Education Consultant
Metro Transit, King County, Washington
[REDACTED]

Board / Committee / Commission Application

Submitted on	29 September 2025, 1:28am
Receipt number	25
Related form version	0

Applicant Information

Full Name	Dora Siu
Email Address	
Please specify the Board, Commission or Committee you are applying for	Budget Advisory Committee
I am currently a member of the above Committee, and am seeking reappointment.	No
If you are seeking re-appointment, has any of your information changed within the last 12 months?	

Residency Information

Home Address	
City	
State	
Zip Code	
Home/Cell Phone Number	
How long have you lived in Emeryville?	N/A

Employment Information

Employment Status	Employed
Place of Employment	Emery Unified School District
Occupation	Chief Business Official
Business Address	

City	██████████
State	██
Zip Code	██████
Business Phone Number	██████████
How long have you worked in Emeryville?	13 years
Upload Your Resume	

Demographic Information

What race/ethnicity do you most closely identify with? Select all that apply.	Asian or Asian American
If not listed above, please specify:	
Age Group	45-64 years old
Household Annual Income Level	\$200,000 or more
Are there children under the age of 18 in your household?	No

Education

High School	Frank Hurt Secondary School
College	British Columbia Institute of Technology
Trade or Business School(s)	
Other Interest	Music, gardening, and reading

Advisory Body Experience / Information

Are you currently serving on other Boards, Commissions, or Committees?	No
Have you served on a Board, Commission, or Committee before?	No
Please list all past and current City of Emeryville advisory boards.	
Please list any past and current board, commission or committee memberships outside of Emeryville.	Current member of the School District Citizen's Oversight Committee, Parcel Tax Committee, and the Budget Reductions Committee (if needed).

Please list all organization memberships and positions held.

Please list any relevant work and volunteer experience.

20+ years of experience in financial management

Why are you interested in serving on this Board, Commission, or Committee?

I am interested in serving on this committee as a way to give back to the community. With my financial background, I believe I can make a positive contribution, while also gaining a deeper understanding of the City's operations."

Planning Commission Applicants Only

Please provide a short (300 words or less) statement discussing your ideas and attitudes about planning in Emeryville. Please consider issues such as traffic, industrial and commercial development density, affordable housing, maintaining community diversity and jobs/housing balance.