

# Application Form

## Profile

Kathie M Julian  
First Name Middle Initial Last Name

[Redacted] [Redacted]

Home Address Suite or Apt  
[Redacted] [Redacted] [Redacted]

City State Postal Code  
[Redacted] [Redacted] [Redacted]

Email Address  
[Redacted]

Retired from Asian Development Bank  
Employer

Advisor/Country Director  
Job Title

[Redacted] [Redacted]  
Primary Phone Alternate Phone

Question applies to Washoe County Planning Commission, Washoe County Board of Adjustment

**Do you live in unincorporated Washoe County?**

Yes  No

**How long have you lived in Washoe County?**

Since January 2017

**What district do you live in? \***

District 1

Question applies to multiple boards

**Are you registered to vote in Washoe County?**

Yes  No

## Interests & Experiences

**Which Boards would you like to apply for?**

Washoe County Board of Adjustment: Submitted

**Please tell us about yourself and why you want to serve.**

**Why are you interested in serving on this board/commission?**

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Since settling in Incline Village in January 2017, I have sought to establish myself in the community and participate in civic affairs. I have strong interest in and commitment to local economic development and sustainable growth through environmentally-sound and community-sensitive development projects. That commitment led me to a 20-year career in international development with the Asian Development Bank. A consistent thread throughout my career in finance and infrastructure development has been understanding and balancing diverse interests involving the business, environment and community member needs. An appointment to the Board of Adjustment will allow for me to put my professional skills to good use while contributing to the broader Washoe County community. I would also welcome the opportunity to help Washoe County build strong and effective relationships with the Incline Village/Crystal Bay community.

**How do you feel you are qualified to serve on this board? Please include any past board/commission experience.**

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My extensive professional experience working across cultures, government agencies, and diverse interest groups prepares me to work collaboratively and effectively on the Board of Adjustment and with the varied stakeholders in Washoe County. I bring a multi-disciplinary background in public policy, management, finance and infrastructure development. As my attached resume indicates, during my 30 years of public and private sector experience in Asia and the US, I have demonstrated strong analytical, problem-solving and communication skills --- as well as keen attention to detail. While in Asia, I was a Board member on Bhutan National Bank as well as on a manufacturing company in Nepal. Since my return to the US, I have enjoyed participation in local government, learning about its processes as well as various community concerns. This led me to my appointment on the Citizen Advisory Board for Incline Village/Crystal Bay. I believe my wide-ranging experience and interests will enable me to contribute as a member of the Board of Adjustment.

[KJulian\\_CV\\_- BoA.pdf](#)

Upload a Resume

[KJulian-Recommendation\\_Ltr.pdf](#)

Please attach a letter of recommendation.

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**Nepotism**

**Do you currently serve on any boards/committees?**

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Yes  No

**If yes, please list the boards/committees**

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Washoe County Citizen Advisory Board - Incline Village/Crystal Bay Non-Washoe County Boards/Committees: Rotary Club of Tahoe-Incline American Association of University Women - North Tahoe North Tahoe Democrats/WashoeDemocrats/NVDems State Central Committee

**Are you related to anyone employed by Washoe County by blood or marriage?**

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Yes  No

**If yes, please list the names and relationship of all persons you are related to.**

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**KATHIE M. JULIAN**

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**GLOBAL DEVELOPMENT EXPERIENCE**

**ASIAN DEVELOPMENT BANK** Manila, Philippines

**1996 – 2016**

*20-year career at a 68-member country multilateral development bank that supports infrastructure and institutional initiatives to reduce poverty in Asia and the Pacific.*

**Advisor and Officer-in-Charge, Azerbaijan Resident Mission, Central and West Asia 2015 – 2016**

Supervised ADB field office, coordinating loan assistance for infrastructure development. Liaised with government to provide \$500 million loan to help diversify Azerbaijan's economy, create jobs and maintain social spending.

**Country Director, Georgia Resident Mission, Tbilisi, Georgia 2011 – 2015**

Managed office providing primary operational link between ADB and the government of Georgia, private sector, and community stakeholders supporting development of roads, water supply and sanitation, urban transit, and energy infrastructure, while promoting sound public sector management and finance sector reforms.

- Managed team to prepare and secure ADB Board approval for country assistance strategy and program for nearly \$800 million in loan and grant assistance.
- Supervised staff efforts to expedite project implementation and enhance development impact.

**Lead Urban Development Specialist, Central and West Asia 2006 – 2011**

Country team leader for Pakistan tasked to develop and administer ADB's urban infrastructure and services portfolio.

- Led interdisciplinary team to design and implement comprehensive \$300 million lending program to improve water, sanitation and solid waste management services in Sindh Province.
- Negotiated agreement with 6 local governments to establish first corporatized water utility in Pakistan.
- Led joint ADB-World Bank Flood Damage and Needs Assessment for water supply and sanitation in Pakistan; managed team of specialists from several aid agencies to assess damages and cost to rebuild vital infrastructure.

**Principal Programs Coordination Specialist, Southeast Asia 2004 – 2006**

Coordinated operations across sector divisions and country offices to deliver annual assistance of more than \$1 billion; focus on proactive problem-solving and strategic messaging.

- Supervised preparation of \$4 billion work program and annual budget for Southeast Asia Department.
- Helped coordinate ADB tsunami response; monitored \$300 million in emergency assistance to Indonesia.

**Deputy Country Director, Nepal Resident Mission, Kathmandu, Nepal 2000 – 2003**

Head, Macroeconomics, Finance and Governance Unit, managing team responsible for program formulation, policy advocacy, political and economic reporting, aid coordination, and media outreach.

- Country anchor on projects totaling \$400 million in microfinance, water and sanitation, and governance.
- Dialogued with senior government officials on policy and loan portfolio matters; led outreach to civil society groups.

**Investment Officer, Private Sector Group 2000**

Team member for private sector operations review; led analysis of development impacts of investments.

**Special Task Force of President on Corporate Restructuring 1998 – 2000**

Core team member tasked to restructure and turnaround ADB-financed investment. Led valuation of investment portfolio in Indonesia and Pakistan; secured Board approval for \$100 million restructuring plan.

**Evaluation Specialist, Operations Evaluation Office 1996 – 1999**

Analyzed project effectiveness and communicated lessons learned; focused on energy infrastructure, manufacturing and financial sector projects. Assessed ADB-financed projects in Nepal, Bhutan, Laos, Thailand and the Philippines.

**ASIAN FINANCE AND INVESTMENT CORPORATION** Manila, Philippines

**1990 – 1992**

**Vice President** for international merchant bank, a public-private initiative to catalyze private investment in developing Asia. Responsible for evaluating proposals, and structuring and negotiating investments.

**THE ASIA FOUNDATION** Manila, Philippines

**Summer 1983**

**Program Specialist** tasked to evaluate proposed drinking water project and assess community capacity to operate and maintain system.

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**PRIVATE SECTOR AND FEDERAL GOVERNMENT EXPERIENCE**

**CHILDREN’S DISCOVERY CENTERS, INC.** San Rafael, California **1994 – 1996**  
*Director of Strategic Development* for publicly-traded company providing nationwide childhood education services, with responsibilities in corporate expansion, budgeting and investor relations.

- Conducted due diligence on acquisitions; led to 60% increase in centers and doubling of revenues.
- Managed annual planning and budgeting for 250 centers; improved reporting and forecasting processes.

**BUSINESS STRATEGY AND DEVELOPMENT** San Francisco, California **1993**  
*Independent Consultant* working with Global Business Network, a strategy consultancy, to advise Fortune 1000 companies on crafting future scenarios to inform long-range strategic thinking and corporate planning.

**WELLS FARGO BANK, N.A.** San Francisco, California **1984 – 1989**  
*Vice President-Commercial Banking Group* managing client relationships and providing financial services to portfolio of small and medium-size companies spanning the technology, manufacturing and financial services sectors. Appraised and recommended loans of up to \$150 million; structured and negotiated largest leveraged-buyout in the Commercial Group.

**LEVA, HAWES, SYMINGTON, MARTIN & OPPENHEIMER** Washington, D.C. **1981 – 1982**  
*Legal Assistant* providing analysis of federal legislation and regulations in trade, energy and environment.

**U.S. DEPARTMENT OF COMMERCE** Washington, D.C. **1979**  
*Project Analyst* for \$1.4 billion Coastal Energy Impact Program under the National Oceanic and Atmospheric Administration. Assessed environmental impacts of infrastructure projects. Liaised with local governments and project engineers on compliance with federal environmental standards.

**EDUCATION**

**YALE SCHOOL OF ORGANIZATION AND MANAGEMENT** New Haven, Connecticut  
Masters in Public and Private Management (MPPM), 1984.

**UNIVERSITY OF SUSSEX** Falmer, England  
MA in International Relations, 1980. Rotary International Ambassadorial Scholarship 1979-1980.

**STANFORD UNIVERSITY** Stanford, California  
BA with Distinction in History, 1978. Phi Beta Kappa. Overseas studies at Freie Universität-Berlin.

**COMMUNITY ACTIVITIES, DIRECTORSHIPS AND OTHER**

|  |                |
|--|----------------|
| <b>Vice-Chair, Washoe County Citizen Advisory Board, Incline Village-Crystal Bay</b>     | 2021 – Present |
| <b>Member, Washoe Tahoe Housing Partnership Committee</b>                                | 2021           |
| <b>Secretary/Member, North Tahoe Democrats</b>   | 2017 – Present |
| <b>Member, State Central Committee, Nevada Democratic Party</b>                          | 2020 – Present |
| <b>Foundation Chair/Member, Rotary Club of Tahoe-Incline</b>                             | 2018 – Present |
| <b>Member, Washoe County Central Committee, Nevada Democratic Party</b>                  | 2019 – Present |
| <b>Area Coordinator/Precinct Captain, Washoe Democrats</b>                               | 2018 – Present |
| <b>Scholarship Co-Chair/Member, North Tahoe American Association of University Women</b> | 2017 – Present |
| <b>Yale School of Management Donaldson Fellow</b>  | 2014 – 2015    |
| <b>Board Director, Bhutan National Bank</b> Thimpu, Bhutan                               | 2000 – 2004    |

Provided strategic direction and enhanced corporate governance for Bhutan’s first private sector bank.

Diane Heirshberg

[REDACTED]

[REDACTED]

Board of Adjustment

Building A, 1<sup>st</sup> Floor

1001 E. 9<sup>th</sup> Street

Reno, Nevada 89512

Re: Letter of Recommendation on behalf of Kathy Julian

To Whom It May Concern:

I am writing this letter of recommendation on behalf of Kathie Julian who has applied for the position on the Board of Adjustment for District 1. As the Chairperson of the Incline Village Crystal Bay Citizen Advisory Board and a member of the County Manager's Advisory Council, I have the interests of both Washoe County and of Incline Village in mind when I write this letter of recommendation. Please note though that I write this letter in my personal capacity.

I have personal knowledge of Kathie's abilities based upon my work with her on Washoe County's Incline Village Crystal Bay Citizen Advisory Board, on a local non-profit corporation, Incline Village Crystal Bay Community 1<sup>st</sup>, and on a number of community related projects. Our work together has allowed me to observe Kathie in a number of different types of situations and to become fully familiar with her work style and capabilities. Based upon my work with Kathie on these various organizations and projects, I would first state that Kathie is one of the most intelligent, hard-working, and honest individuals with whom I have had the pleasure of working over the last several years. I am confident that Kathie will read all documentation given to her thoroughly, and will be fully prepared to represent District 1 on all matters that come before the Board of Adjustment. She is articulate and can communicate her point of view clearly and persuasively, both because she has excellent communication skills and also because she so thoroughly researches and investigates issues. Kathie always acts in a professional manner and addresses concerns expressed by other people with thoughtful and insightful responses. I can state that Kathie is committed to following the rules of the organizations in which she participates, because I have personally observed how steadfast she is in following the Open Meeting Law in our work together at the Citizen Advisory Board.

Kathie is known by the Incline Village Crystal Bay community to be interested in matters of importance to the community, and she is extremely knowledgeable about issues impacting the Incline Village Crystal Bay community and Lake Tahoe. She has an excellent grasp of the rules, regulations, and available research resources at Washoe County and at Tahoe Regional Planning Agency, including, I believe a good working relationship with those organizations. Development in Incline Village Crystal Bay is a very

complex process, and appointing someone with Kathie's level of knowledge of these development rules will be a great asset to the Board of Adjustment.

I am somewhat familiar with Kathie's resume and her educational background and extensive prior work experience. I hope that you have had the opportunity to review her resume as that demonstrates the outstanding prior experience and educational background that she will bring to her work on the Board of Adjustment.

I strongly support Kathie's appointment to the Board of Adjustment, for District 1, and would be available to answer any questions that the persons selecting the Board appointee may have concerning Kathie. Please feel free to contact me at [REDACTED].

Very truly yours,

Diane Becker

Full-time Resident of Incline Village