

OHIO CITY INCORPORATED BOARD OF TRUSTEES APPLICATION

CANDIDATE INFORMATION

Name: James A. Keating	
Ohio City Incorporated Membership:	<input checked="" type="checkbox"/> I am currently a Resident Member in-good-standing
Length of Ohio City residency:	two years three months

EXPERIENCE & PROFESSIONAL EXPERTISE

<input type="checkbox"/> Accounting	<input type="checkbox"/> Developer/Builder	<input checked="" type="checkbox"/> Human Resources
<input type="checkbox"/> Bilingual	<input type="checkbox"/> Education	<input checked="" type="checkbox"/> Legal
<input type="checkbox"/> Community Activist	<input type="checkbox"/> Finance/Lending	<input type="checkbox"/> Marketing
<input type="checkbox"/> Community Connections	<input type="checkbox"/> Fundraising	<input type="checkbox"/> Outreach
<input type="checkbox"/> Construction Contractor	<input type="checkbox"/> Grant Writing	<input type="checkbox"/> Real Estate
<input type="checkbox"/> Design/Architecture	<input type="checkbox"/> Historic Preservation	<input checked="" type="checkbox"/> Strategic Planning

PERSONAL STATEMENT

1) Why do you wish to serve on the Ohio City Incorporated Board of Trustees?

It's now been two years since my return to Cleveland after a 20-year job-related absence. My choice to live in Ohio City has met all my expectations and more. I have a passionate interest in seeing that all of the hard work on those who have done so much to make this community great continues.

2) Please describe your experience in the areas checked in Part 2. Include any special achievements and/or experiences that you feel would enhance the organization.

I am fortunate to have a career that has been diverse and rewarding. As noted in my resume, as an attorney I have advocated on behalf of a wide variety of clients. I have adapted those skills to become a mediator working to build consensus and agreement. My past experience also includes responsibility for numerous projects and tasks involving many stakeholders that required team building skills, budgetary discipline, and creative problem solving.

3) Describe your involvement in Ohio City neighborhood organizations or Ohio City Incorporated sponsored committees, projects, or block clubs.

Since coming home, I have quickly become involved in many Ohio City related activities. I have recently been-relected as Treasurer of the Board of the Fries & Schuele Condominium Association, where I call home and a valued anchor in our community. I have also recently been elected to the Board of the Market District Improvement Corporation (MDIC). I look forward to seeing the valuable work of this organization renewed and expanded in the coming year. I have also participated in numerous Ohio City Incorporated activities and have recently joined the Jay/Carroll/Bridge Block Club.

4) Describe your involvement in non-Ohio City neighborhood organizations/activities.

Other organizations that I support or am active in include, The Cleveland Metropolitan Bar Association, as a judge and advisor in their high school “moot” court and trial competition. I am also a supporter and member of The Cleveland City Club; Bike Cleveland; and Our Lady of the Wayside.

JAMES A. KEATING

Summary of Qualifications

Attorney, Mediator, and former insurance professional experienced in claims and litigation management. Possess leadership skills that produce innovative solutions and desired results. A good "people person" who fosters team-based performance while creating an inclusive, caring, and positive experience. Energized by new challenges; willing to move from "safe" positions to assume new responsibilities and bring fresh perspectives. Looking for an opportunity to utilize these skills promoting a sustainable and resilient urban environment through team leadership, project responsibility, and individual or group-based mediation.

PROFESSIONAL EXPERIENCE

Smith and Condeni LLP, Of Counsel, Cleveland, OH **2009-2014**

Of Counsel to Ohio based firm providing legal support for Florida clients primarily in the areas of Estate Planning and Probate. Pursuing mediation and litigation consulting opportunities.

The Hartford Financial Services Group, Hartford, CT **1985 – 2008**

Twenty-three year career in a variety of increasingly responsible and challenging legal, managerial and executive positions. Highlights include the following:

Managing Attorney—South Florida Litigation, Hollywood, FL

Responsible for Hartford's largest in-house staff law office of 14 attorneys and 16 support staff in the representation of Hartford's insureds throughout South Florida.

- Developed unified statewide litigation strategy eliminating redundancy and increasing efficiency by establishing consistent practices statewide.
- Responsible for outcomes in over 1,000 litigated cases in the areas of commercial lines, personal lines and workers compensation.

Assistant Vice-President AOL Commercial Claim Field Operations, Hartford, CT

Drove results and initiatives across all Commercial Claim Field Operations. Supported eight Commercial Claim Directors to develop new strategies and reach goals. Participated in a major reorganization which significantly reduced expenses and improved performance levels.

Director, Chicago Commercial Claim Center, Aurora, IL

Led Hartford's largest Commercial Claim Center covering 13 states and Canada with over 125 employees. Provided leadership to Property, Auto Property Damage, Auto Liability/General Liability, and High Exposure Claim and Litigation teams. Responsible for more than \$100 million in reserves for outstanding claims and suits; and \$20 million in annual allocated and unallocated expenses. Evaluated Center personnel, reassigning or removing approximately 30 individuals to increase efficiency and performance.

- Assumed additional administrative oversight for Canadian operation, and claim center in Toronto.
- Initiated countrywide consolidated administration of all commercial glass claims with outside vendor designed to achieve savings in excess of \$500,000.

Vice President, Director of Personal Lines Claim Field Operations, Hartford, CT

Responsible for seven personal lines claim centers with over 1,500 employees. Provided leadership to establish claim business initiatives and produce results. Oversaw strategic planning to accommodate growth without increasing per case expense.

- Responsible for expenditure of over \$100 million in both unallocated and allocated loss adjustment expenses. Shared oversight of claim indemnity of over \$1 billion.
- Oversaw implementation of "New Frontier" claim handling process, involving investment of over \$9.5 million in additional staff, improving claim practices and customer satisfaction.
- Opened new claim service center with over 100 employees on schedule and within budget.

Assistant Vice President and Director of Counsel, Hartford, CT

A Director of Counsel responsible for over 50 staff law offices charged with the representation of Hartford and its insureds. Managed a legal expense budget of over \$40 million. Made personnel decisions, regarding hiring, promotion and termination of office managers. Reviewed the quality of legal representation and provided operational and strategic direction, managing growth of the law office network.

- Developed in-house training program for staff attorneys.
- Created TOPS (Trial Opportunity and Preparation Strategy) with field claim offices to create greater opportunities for staff attorneys to obtain first-hand trial experience.
- Entered into unique exclusive agreement with a New York court reporting firm to reduce overall costs and create new Internet information storage opportunities.
- Initiated technology upgrades improving word processing and litigation management capabilities.

Managing Attorney, Cleveland Staff Law Office, Independence, OH

Starting as a Senior Staff Attorney represented Hartford's insureds in State and Federal Court. Promoted to Manager supervising local attorneys and support staff. Coordinated representation of insured's with associated counsel in Federal, State, and local courts throughout northern Ohio.

LICENSES AND CERTIFICATIONS

Admitted to the practice of law in the State of Ohio, 1977
Admitted to the Supreme Court of the United States, 2003
Admitted to the practice of law in the State of Florida, 2005

EDUCATION

JD, University of Toledo, Toledo, OH, 1977
AB, Government, Ohio University, Athens, OH, 1974

ASSOCIATIONS

American Bar Association
Ohio State Bar Association
Florida Bar Association
Cleveland Metropolitan Bar Association
City Club of Cleveland
CEOs for Cities