

EXEMPTION FROM PUBLIC RECORDS

AS A GENERAL MATTER, APPLICATIONS FOR ALL POSITIONS WITHIN STATE GOVERNMENT ARE PUBLIC RECORDS THAT MAY BE VIEWED UPON REQUEST. HOWEVER, THERE ARE SOME EXEMPTIONS FROM THE PUBLIC RECORDS LAW FOR CERTAIN IDENTIFYING INFORMATION RELATING TO PAST AND PRESENT LAW ENFORCEMENT OFFICERS AND THEIR FAMILIES, VICTIMS OF CERTAIN CRIMES, ETC. IF YOU BELIEVE AN EXEMPTION FROM THE PUBLIC RECORDS LAW APPLIES TO YOUR SUBMISSION, PLEASE CHECK THIS BOX.

Yes, I assert that identifying information provided in this application should be excluded from inspection under the Public Records Law.

IF YOU NEED ADDITIONAL GUIDANCE AS TO THE APPLICABILITY OF ANY PUBLIC RECORDS LAW EXEMPTION TO YOUR SITUATION, PLEASE CONTACT THE GENERAL COUNSEL FOR THE BOARD OF GOVERNORS.

Vikki R. Shirley
General Counsel
State University System of Florida, Board of Governors
325 W. Gaines Street, Suite 1614
Tallahassee, FL 32399-0400
(850) 245-0466

PERSONAL INFORMATION

Name: Gray Justin Yates Date Completed: 3/22/2012
 Last First Middle and/or Maiden

1. University Board of Interest: Are you applying for reappointment? Yes No
 FAMU FAU FGCU FIU FSU NCF UCF UF UNF USF UWF

2. Residence Address: [Redacted] Washington DC 20001
 Street City State County Zip Code
202-461-2100
 Area Code/Phone Cell Phone

3. Current Employer or Occupation: Gray Global Advisors
 Business Address: 300 New Jersey Ave NW, Washington DC
 Street Office City State
Suite 650 20001 202-461-2100
 Post Office Box Suite Zip Code Area Code/Phone Number
jgray@grayglobaladvisors.com
 E-mail Address

4. Specify the preferred mailing address: Business Home Fax # 202-449-8326

5. List all places of residence for the past five (5) years.
 Address City and State From To
[Redacted] Washington DC 20001 2006 present

6. List all former and current residences outside of Florida that you have maintained at any time during adulthood.
 Address City and State From To
2363 Champlain St NW #20 Washington DC 20009 2003 2006
11874 Breton Court Reston, VA 20191 2001 2003
2601 Pennsylvania Ave #23 Philadelphia, PA 19131 1999 2001
2422 Arlington Blvd Charlottesville, VA 22903 1996 1999

7. Date of Birth: [Redacted] * Place of Birth: Philadelphia, PA *

8. Social Security No.: [Redacted] *

9. Driver License No: [Redacted] * Issuing State: Washington, DC *

***ALL INFORMATION MARKED WITH AN ASTERIK IS REQUIRED FOR CONDUCTING BACKGROUND SCREENING AND WILL BE REDACTED PRIOR TO DISTRIBUTION OF THE APPLICATION TO THE TRUSTEE NOMINATING COMMITTEE MEMBERS. REFER TO ATTACHED NOTICE ON USE OF SOCIAL SECURITY NUMBERS.**

10. Have you ever been known by any other legal name? Yes No If "Yes" explain.
N/A

11. Are you a United States citizen? Yes No If "No" explain.
N/A

12. If you are a naturalized citizen, date of naturalization: N/A

13. Since what year have you been a continuous resident of Florida? N/A

14. Are you a registered Florida voter? Yes No

15. Have you ever been arrested, charged, or indicted for violation of any federal, state, county or municipal law, regulation, or ordinance? (Exclude traffic violations for which a fine or civil penalty of \$150 or less was paid.) Yes No If "Yes" give details:

<u>Date</u>	<u>Place</u>	<u>Nature</u>	<u>Disposition</u>
N/A			

16. Has probable cause ever been found that you were in violation of Part III, Chapter 112, F.S., the Code of Ethics for Public Officers and Employees? Yes No If "Yes", give details:

<u>Date</u>	<u>Nature of Violation</u>	<u>Disposition</u>
N/A		

17. Have you ever been suspended from any office by the Governor of the State of Florida? Yes No If "Yes", list:

Title of Office: N/A Reason for Suspension: _____

Date of Suspension: _____ Result: Reinstated Removed Resigned

18. Are there any pending lawsuits against you or are you a party to a lawsuit in any court in which you are the plaintiff or defendant? Yes No If "yes", what type and where?
N/A

19. Have any judgments been entered against you as a result of any civil or administrative proceeding(s)? Yes No If "yes", identify the proceeding(s) that resulted in the judgment and the date the judgment was entered.

N/A

20. Are you now engaged in activities, or have you engaged in activities in the past, that will reflect unfavorably on the board to which you seek appointment? Yes No If "yes", explain.

N/A

21. Have you ever been refused a fidelity, surety, performance, or other bond? Yes No If "Yes", explain.

N/A

EDUCATION, LICENSURE, MEMBERSHIPS

22. Education:

A. High School: South Lakes High School Reston, VA Year Graduated: 1992
(Name and Location)

B. List all postsecondary educational institutions attended:

<u>Name and Location</u>	<u>Date Attended</u>	<u>Certificates/Degrees Received</u>
<u>FAMU</u>	<u>1992-1996</u>	<u>B.S. Business, Science & Economics 1996</u>
		<u>Magna Cum Laude</u>
<u>University of Virginia School of Law</u>	<u>1996-1999</u>	<u>Juris Doctorate 1999</u>

23. Have you received any degree(s) or professional certification(s) related to the subject matter of this appointment? Yes No If "Yes", list:

N/A

24. Have you held or do you hold an occupational or professional license or certificate in the State of Florida? Yes No If "Yes", provide the title and number, original issue date, and issuing authority. If any disciplinary action (fine, probation, suspension, revocation, and/or disbarment) has ever been taken against you by the issuing authority, state the type and date of the action taken:

<u>License/Certificate Title & Number</u>	<u>Original Issue Date</u>	<u>Issuing Authority</u>	<u>Disciplinary Action/Date</u>
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N/A

25. Identify all association memberships and association offices held by you that relate to this appointment:

See Attachment A

26. Name any business, professional, occupational, civic, or fraternal organization(s) of which you are now a member, or of which you have been a member during the past five (5) years, the organization address(es), and date(s) of your membership(s).

<u>Name</u>	<u>Mailing Address</u>	<u>Office(s) Held & Term</u>	<u>Date(s) of Membership</u>
See Attachment B			

27. Are you now, or have you within the past four (4) years, been a member of any club or organization that, to your knowledge, in practice or in policy, restricts membership or restricted membership during the time that you belonged, on the basis of race, religion, national origin or gender? Yes No If "yes", detail the name and nature of the organization, relevant policies and practices, and state whether you intend to continue as a member if appointed by the Board of Governors.

N/A

EMPLOYMENT HISTORY AND PROFESSIONAL BACKGROUND

28. Concerning your current employer and for all of your employment, including self-employment, during the last five years, list your employer's name, business address, type of business, occupation or job title, and period(s) of employment:

<u>Employer Name and Address</u>	<u>Type of Business</u>	<u>Occupation/Title</u>	<u>Period of Employment</u>
Gray Global Advisors	Business Consulting	President & CEO	2005 to present

29. Have you ever been employed by any state, district, or local government agency in Florida? Yes No If "Yes", identify the position(s), the name(s) of the employing agency, and the period(s) of employment, and reason for leaving:

<u>Position</u>	<u>Employing Agency</u>	<u>Period of Employment</u>
N/A		

30. Have you ever been responsible or played a role in managing a business or other corporate entity? Yes No "Yes", state the name of the business, the dates of your involvement, and provide a brief description of your involvement.
See Attachment C

31. Are you or have you ever been a member of the United States armed forces? Yes No
If "Yes" list:

A. Dates of service: N/A

B. Branch or component: N/A

C. Date and type of discharge: N/A

32. Do you currently hold an office or position (appointive, civil service, or other) with the Federal or any foreign government? Yes No If "Yes", please list:
N/A

33. Have you previously been appointed to any office that required confirmation by the Florida Senate? Yes No If "Yes", list:

Title of Office: N/A

Term of Appointment: N/A

Confirmation results: N/A

34. Have you ever been elected or appointed to any public office in this state? Yes No
If "Yes", state the office title, date of election or appointment, term of office, and level of government (city, county, district or state):

<u>Office Title</u>	<u>Date of Election or Appointment</u>	<u>Term of Office</u>	<u>Level of Government</u>
N/A			

If your service was on an appointed board(s), committee(s) or council(s):

A. How frequently were meetings scheduled? N/A

B. If you missed any of the regularly scheduled meetings, state the number of meetings attended, number missed, and the reason(s) for absence(s).

<u>Meetings Attended</u>	<u>Meetings Missed</u>	<u>Reason for Absence</u>
N/A		

35. Have you ever served on any profit or not-for-profit board? Yes No If "Yes", state the title, date of appointment, length of service, and provide a brief description of your involvement. See Attachment D

36. Have you ever been a registered lobbyist or have you lobbied at any level of government at any time during the past five years? Yes No If "Yes", please explain:

A. Did you receive any compensation other than reimbursement for expenses? Yes No

B. Name of agency or entity you lobbied and the principals you represented:

Agency Lobbied

Principals Represented

See Attachment E

37. Describe your experiences and interests or elements of your personal history that qualify you for this appointment.

See Attachment F

38. Describe your understanding of the role of a member of a university board of trustees.

See Attachment G

CONFLICT OF INTEREST

39. Describe any involvement with and/or relationship to the university to which you are applying (other than as a student).

None

40. Have you, or any business of which you have been an owner, officer, or employee, held any employment or contractual relationship during the last four (4) years with the university to which you are seeking appointment? Yes No If "Yes", identify:

Name of Business

Your Relationship to Business

Business' Relationship to University

N/A

41. Have members of your immediate family (spouse, child, parent(s), sibling(s)), or businesses of which members of your immediate family have been owners, officers, or employees, held any employment or contractual relationship during the last four (4) years with the university to which you are seeking appointment? Yes No If "Yes", explain:

<u>Name of Business</u>	<u>Family Member's Relationship to you</u>	<u>Family Member's Relationship to Business</u>	<u>Business' Relationship to University</u>
N/A			

42. Do you know of any reason why you will not be able to attend fully the duties of the position to which you have been or will be appointed? Yes No If "yes", explain:
N/A

REFERENCES

43. List three persons who have known you well during the past five (5) years. Include a current, complete address and telephone number. Exclude your relatives and members of the Florida Senate.

<u>Name</u>	<u>Mailing Address</u>	<u>Zip Code</u>	<u>Area Code/Telephone Number</u>
Karen Bowling	117 W. Duval St Ste 400 Jacksonville FL	32202	904-630-1776
Wendy Grant	2153 Coral Way 5th Floor Miami, FL	33145	786-347-4751
Jacoby Dickens	2245 Fisher Island Drive # 3405		773-602-2149
	Fisher Island FL	33109	

**Statement on the Collection, Use, or Release of Social Security Numbers
(Master Document - Revised August 2010)**

Florida law requires that public entities provide individuals with a written statement identifying the state or federal law governing the collection, use, or release of social security numbers for each purpose for which the entity collects an individual's social security number. The collection of social security numbers by the Board of Governors is either specifically authorized by law or imperative for the performance of the Board's responsibilities as prescribed by law and the Florida Constitution. The following list identifies the purposes for which social security numbers may be collected, used, or released, and the pertinent authority.

Applicants for University Board of Trustee Positions

- For Level 1 and level 2 criminal background checks conducted by the Florida Department of Law Enforcement for employees and/or Board appointees to university boards of trustees [Required by Fla. Admin. Code 11C-6.003 and Fla. Stat. § 119.071(5) (a) 6]
- The disclosure of the social security number is expressly required by federal or state law or a court order [Authorized by Fla. Stat. § 119.071(5) (a) 6]
- The individual expressly consents in writing to the disclosure of his or her social security number [Authorized by Fla. Stat. § 119.071(5) (a) 6]

Attachment A – Question 25, Page 6 Association Memberships and Offices Held Related to Appointment

Name	Office(s) Held & Term	Date(s) of Membership
District of Columbia Bar Association	Member	2001-present
Virginia Bar Association	Member	2001-present
Philadelphia Bar Association	Member	2000-present
The Riverview School	Trustee	2009-present
Congressional Black Caucus Corporate Advisory Council	Member	2005- present
Operation Understanding	Board Member	1991-2011
Alpha Phi Alpha Fraternity	Member	1997-1999

Attachment B – Question 26, Page 6 Business, Professional, Occupational, Civic or Fraternal Organization Memberships

Name	Mailing Address	Office(s) Held & Term	Date(s) of Membership
District of Columbia Bar Association	1101 K Street, NW Suite 200 Washington, DC 20005	Member	2001-present
Virginia Bar Association	701 East Franklin Street Suite 1120 Richmond, VA 23219	Member	2001-present
Philadelphia Bar Association	100 South Street Harrisburg, PA 17101	Member	2000-present
The Riverview School	551 Route 6A East Sandwich Cape Cod, MA 02537	Trustee	2009-present
Congressional Black Caucus Corporate Advisory Council	1720 Massachusetts Ave, NW Washington, DC 20036	Member	2005- present
Operation Understanding	30 South 15 th Street Suite 801 Philadelphia, PA 19102	Board Member	1991-2011
Alpha Phi Alpha Fraternity	2313 Saint Paul Street Baltimore, MD 21218	Member	1997-1999

Attachment C – Question 30, Page 7 Corporate & Management Experience

Have you ever been responsible or played a role in managing a business or other corporate entity?

I have been serving as the President and CEO of Gray Global Advisors, LLC since 2005. Gray Global Advisors is a full service business advisory firm that specializes in the strategic implementation of business consulting services and government affairs for public and private corporations, foreign governments, educational institutions, trade associations, foundations, and nonprofits. As President and CEO, I direct the daily operations of the firm's numerous practice areas, and am responsible for the management of the company. Our practice areas include telecommunications, transportation and infrastructure, international trade, financial services, health care, energy, and education. With respect to these practice areas, I routinely counsel corporate and nonprofit executives, university presidents, and foreign officials – including heads of state, on legislative, regulatory, and third party stakeholder outreach initiatives.

Attachment D – Question 35, Page 8 For Profit and Not-for-profit Boards

Name of Organization	Title	Length of Service	Description of Involvement
Gray Global Advisors	Board Member	2005-present	As head of Gray Global Advisors, I have been managing and overseeing all aspects of the firm's operations- including developing strategies on behalf of our clients, business development initiatives for the firm, personnel decisions and strategic partnerships.
The Riverview School	Trustee	2009-present	Riverview School located in East Sandwich, Massachusetts, is a coeducational residential school for students with complex learning and cognitive disabilities As a Trustee for the Riverview School, I have been active in directing efforts to maintain and improve the school. I am currently active in raising funds for a \$15 million Capital Endowment Campaign which has raised \$5 million to date.
Congressional Black Caucus Corporate Advisory Council	Member	2005- present	The Congressional Black Caucus Foundation, Inc. (CBCF) is a nonprofit, nonpartisan public policy, research and educational institute that aims to help improve the socioeconomic circumstances of African Americans and other underserved communities. As a member of the CBCF Corporate Advisory Council, I have assisted the CBCF in fundraising events and forming corporate partnerships.
Operation Understanding	Board Member	1991-2011	Operation Understanding is a leadership development organization working to promote cultural awareness and tolerance in Philadelphia, PA. For over a decade, I have led the activities of the Operation Understanding board in efforts to raise funds, recruit partners and develop programs.

Attachment E – Question 36, Page 8 Lobbying Question

I am a Federally Registered Lobbyist under the Lobbying Disclosure Act of 1995. I have been engaged in lobbying activities with respect to U.S. Federal government public officials including Members of Congress and federal agency officials.

Current Clients:

Comcast Corporation
McDonald's Corporation
Free Library of Philadelphia
Shipyards Creek Associates
Tutors with Computers
City of Philadelphia

Former Clients:

Bethune Cookman University
California Building Industry Association
Education Management Corporation
Footwear Distributors and Retailers of America
General Motors
The Irvine Company
Nextgen ID, Inc.
Patton Medical Devices, LP
Poinciana Partners
Radian Asset Assurance, Inc.
Sirius Satellite Radio
Sound Exchange
South African Enterprise Development
Teaching Strategies
Thurgood Marshall College Fund
United Services Automobile Association
Wellmed Medical Management, Inc.

I am also a registered Federal Agent under the Foreign Agents Registration Act for the Moroccan American Center for Policy.

Attachment F – Question 37, page 8 Relevant Personal History

Describe your experiences and interests or elements of your personal history that qualify you for this appointment.

I have dedicated a significant portion of my career towards higher education public policy with a particular focus on post-secondary education opportunities for minority and underserved populations. I have developed and implemented federal funding strategies for public and private higher education institutions resulting in millions of dollars in awards. I have also identified and secured strategic partnerships with the corporate and philanthropic communities for higher education scholarships and programs. As a member of several nonprofit boards of directors, and in particular as a trustee of an education institution, I deeply understand and appreciate the challenges of nonprofit governance specifically as it relates to educational institutions. As an alumnus with a long family history with Florida A&M University; I am personally invested in and care deeply about its mission, as well as the community that the University serves.

Attachment G – Question 38, Page 8 Understanding of Trustee Responsibility

Describe your understanding of a member of a university board of trustees.

A member of a university board of trustees serves in concert with the rest of the Board to govern a University as set forth by the appropriate charter or statute. To govern effectively, trustees must establish long term and short term objectives and goals to promote effective educational policy for the University. A trusteeship is a joint endeavor and policies jointly established by the trustees are carried out by the University President. The Board must continually evaluate the outcomes and efficacy of the policies it has created. Individual trustees must routinely participate in the Board's activities to craft effective governing and administrative policies. Also paramount to a trustee's duties is to serve as a champion of the University, and directly assist in capital raising for University scholarships, programs and its endowment.