

TRACY JENKINS WINCHESTER

[REDACTED]

[REDACTED], COLORADO

(303) [REDACTED] residence

(303) 832-5000 office

COMMERCIAL REDEVELOPMENT EXPERIENCE

Five Points Historic District, dba Five Points Business District, Denver, CO

December 2011 – Present

Executive Director

Responsible for developing, communicating, and implementing an economic development plan for the Historic Five Points Welton Street Commercial Corridor. The work involves strategic planning, consultation, and advocacy for the community's vision to revitalize the neighborhood.

CABLE TELEVISION EXPERIENCE

CoLours Television, The Multicultural Network, Denver, CO

December 1999 – December 2011

President/CEO

Developed and executed the business plan and strategy for the nationwide television network. Created the infrastructure and administrative processes to operate the non-profit organization. Responsible for the finance, legal, marketing, technical and programming areas of the company. Launched the network in 2000 with 124,000 TV subscribers and increased to a subscriber level of 17 million satellite and cable TV households nationwide within 10 years.

ABC Family Channel (f/k/a Fox Family Channel), Englewood, CO

October 1996 – December 1999

Regional Director of Affiliate Sales & Relations

Responsible for corporate, cable system, and satellite account management in Colorado and nine other states in the Rocky Mountain Region. Duties included negotiating contracts for carriage, creating sales strategies, working with local ad sales teams, maintaining an operating budget, and generating team projects and assignments. Supervised and managed several people in the regional office.

Jones Intercable, Inc. / Jones Spacelink, Ltd., Englewood, CO

1985 - 1996

Director of Product Management

Managed the broad scope of marketing related activities for the national deployment of video programming services, interactive products, telephony and high-speed data services in cable systems owned and managed by Jones Intercable. Responsible for managing the product

management team to recognize symptoms, identify problems, and provide solutions for multiple activities generated by the introduction of new products and services into the marketplace. Developed marketing plans and competitive strategies as well as negotiated contractual issues for satellite programming services as it related to the new ancillary products.
February 1995 - October 1996

Director of Programming

Provided direction and support on all contractual satellite programming issues for Jones Intercable/Jones Spacelink, Ltd., one of the ten largest cable operators in the country. Represented the company's operational and marketing concerns in negotiations with satellite programming networks such as HBO, CNN, and ESPN. Prepared product evaluations on programming services as well as new business activities. Developed corporate programming strategy, provided cost analysis of programming services, and managed corporate policy issues as they related to satellite services.
March 1990 - February 1995

Manager of Programming

Negotiated, analyzed, and monitored contract proposals from cable programmers offering basic and premium services to Jones systems serving over one million subscribers. Responsible for the start-up of new business developments such as advertising sales, ppv, tvro, cross - channel promotion, as well as the implementation of the Jones Intercable TV guide to over 250,000 subscribers.
March 1987 - March 1990

Assistant Product Manager

Worked with the acting Director of Marketing in negotiating, analyzing, and monitoring the contract proposals from cable programmers to provide basic services to our subscribers. Developed and implemented a financial tracking system for the Jones Intercable TV Guide.
July 1986 - February 1987

Walter Kaitz Foundation Fellow

Selected to participate in a cable management program developed by the industry to recruit experience managers of diverse professional backgrounds into the cable television business. Worked in cable system operations as a general manager trainee. Managed personnel, prepared budgets, interacted with local government officials and community organizations.
September 1985 - June 1986

LEGAL EXPERIENCE

June 1983 - May 1985

Georgetown University Law Center, Washington, DC

Research Assistant - Researched issues and cases in the area of constitutional law for Professor Linda S. Greene.
February 1985 - May 1985

Law Practitioner - Researched and wrote comments, motions, and statements filed in Federal Communications Commission proceedings on behalf of the Institute for Public Representation as part of Georgetown Law Center's legal student clinical program.
September 1984 - December 1984

Schwartz, Woods and Miller, Washington, DC

Law Clerk - Reviewed and summarized rulings and notices issued by the Federal Communications Commission (FCC). Wrote memorandum for clients on recent FCC decisions.
April 1984 - August 1984

Cohen, Dunn and Sinclair, P.C., Alexandria, VA

Law Clerk - Researched and analyzed points of law in preparation for civil and criminal litigation: domestic relations, personal injury, search and seizure, insurance, corporations and tax. Participated in client consultation, insurance negotiations, and wrote letters on behalf of clients. Coordinated a national trial lawyers network exchange on Ford Motor Company Illusory Park cases.
August 1983 - March 1984

NAACP Legal Defense Fund, Washington, DC

Law Clerk - Selected for a legal clerkship to research and draft a major report on the impact of Title VI on in-school desegregation. Researched and monitored legislation on Civil Rights issues and Land Appropriations. Lobbied organizations and Members of Congress to support these issues.
June 1983 - August 1983

CONGRESSIONAL /LEGISLATIVE EXPERIENCE

September 1977 - May 1983

U.S. House of Representatives Finance Office, Washington, DC

Finance Clerk - Responsible for reviewing the administrative budgets for each congressional office.
June 1982 - May 1983

Congressional Black Caucus, Washington, DC

Media Manager - Assistant to the Media Director in providing media coverage for the Tenth Annual CBC Legislative Weekend. Wrote and disseminated press releases to over 800 media outlets. Planned and coordinated press coverage at the 1980 Democratic National Convention for the national Black leadership.
August 1980 - November 1980

Congressman Julian C. Dixon (D. CA.), Washington, DC

Press/Legislative Assistant - Press liaison and spokesperson for the Congressman in Washington, D.C. and Los Angeles, CA. Wrote and disseminated press releases, newspaper articles, and radio

feeds on issues ranging from African/Caribbean affairs to social service programs. Researched legislative issues, responded to constituent letters and prepared statements for the Congressional Record. Press liaison to Congressman Dixon on official visit to Paris, France and parts of West Africa including Niger, Upper Volta, Mali and Senegal.

March 1979 - August 1980

U.S. Senator Edward W. Brooke (R MA.), Washington, DC

Staff/Press Assistant - Assistant to the Press Secretary on media related matters. Answered constituent mail and responded to inquiries requesting congressional information.

September 1977 - January 1979

EDUCATION

Georgetown University Law Center, Washington, DC

Juris Doctorate, May 1985

Boston College, Chestnut Hill, MA

Bachelor of Arts, May 1977, Cum Laude - Political Science & Communications

HONORS & AWARDS

2015 Cover Story for *Her Life* Magazine

2013 Colorado Black Women for Political Action, Business Award

2009 Colorado Martin Luther King Humanitarian Award

2009 The National Council of Negro Women, Inc. Denver, Dr. Bethune Award of Achievement

2008 Inducted into the national Cable Center's Hauser Oral and Video History Collection

2001 Urban Spectrum, "African Americans Who Make a Difference"

1999 CTAM U. Fellow, Kellogg Graduate School of Management/Medill

1998 Girl Scouts, Mile Hi Council - Woman of Distinction

1995 Denver Metro Chamber of Commerce Leadership Fellow

1994 Women in Cable - Visibility Award, National
The award recognizes a local chapter for an
outstanding community activity.

- 1992 Women in Cable - Woman to Watch Accolade, National
The award recognizes an individual for leadership,
job excellence, and a strong dedication to the
cable industry.
- 1991 Cable TV Public Affairs Association - Crystal Award
The award recognizes public service activities.
- 1985 Walter Kaitz Foundation Fellow
- 1983 Outstanding Young Women of America
- 1980 Outstanding Young Women of America

AFFILIATED ORGANIZATIONS AND BOARD MEMBERSHIPS

- Downtown Denver Partnership, Inc., Board Member, 2013 - Present
- Cherry Creek Steering Committee, 2013 - Present
- Cherry Creek East Association Board, Vice President, 2013- 2015
- African American Voter Registration and Information Project, Treasurer, 2004 - present
- Colorado Black Women Endowment Fund, President, 1997 - present
- Denver Urban Renewal Authority, Board Member, Vice Chair, 1999 - 2006
- National Association of Minorities in Cable Foundation, Trustee & President, 1993 - 2003
- Woman' Foundation of Colorado, Board Trustee, 2000 - 2006
- Colorado Lottery Commission, Commissioner, Vice Chair, and Chair, 1996 - 2000
- Denver Metro Chamber of Commerce, Board Member, 1997 - 1998
- Colorado Black Women Endowment Fund, President, 1997 - present
- Colorado Convention Center, Board Member, 1991 - 1993
- Mile Hi Girl Scouts Council, Board Member & Nominating Committee, 1991 - 1995
- National Association of Minorities in Cable, Board Member, 1990 - 1993
- Mayor Wellington E. Webb's Black Advisory Council, Member, 1992 -1993
- Jones International Political Action Committee, Vice Chair, 1990 - 1993
- Colorado Black Women for Political Action, Vice President, 1989 - 1991
- Colorado Chapter of Minorities in Cable, President, 1988 - 1990
- Association of Congressional House Democratic Press Assistants, Vice President, 1980