



James D. Staton, Jr. is an executive coach and business consultant with more than 35 years of experience in corporate and government management and leadership positions.

Professionally skilled in directing and managing complex vendor sourcing and evaluation, strategic sourcing and procurement strategy, contract negotiation, training and compliance at a senior administration level, procurement as well as operational support for programs. James is also skilled in human resources management and training, export administration, transportation, accounting, and audits. He is a highly skilled manager recognized for effective change management and accountability with numerous stakeholders.

James served as the State Purchasing Officer of the State of North Carolina, and as the Chief Procurement Officer of the District of Columbia Government, Washington, D.C. He led the State of North Carolina's Procurement Program, overseeing a \$3.3 million administrative budget, managing 45 people, and acquiring equipment, materials, supplies and services for over 30 State Cabinet agencies, 16 State Universities, 58 Community Colleges, 15 Hospitals and Institutions with estimated spend of \$4 Billion.

During his time administering the District of Columbia's procurement program for over 70 agencies, he oversaw and managed an \$18.4 million administrative budget, managing 151 full time staff, and acquiring equipment, materials and services with an estimated spend in excess of \$5 Billion. James managed a major \$6.9M initiative to transform the District's procurement system from a centralized operation to a departmental management operation while maintaining policy and regulatory oversight.

In 2018 James launched his own firm, Staton & Associates, LLC. The firm focuses on helping executives and other individuals discover their untapped potential to live a fuller, more productive and joyous life. The firm is also committed to assisting corporations and not-for-profit organizations in actualizing a commitment to diversity, equity, accessibility and Inclusion.

Centering his practice in the New Ventures West Integral Coaching Program, James works one on one with clients to heighten their self-awareness, take honest ownership of their strengths and challenges and develop a firm commitment to change. James currently serves as an executive coach with a number of clients in the corporate and private sectors. He has also worked for private sector companies in the textile industry, and served as an independent consultant for the World Bank and Liquid Capital Alternative Funding.

Throughout his career, James managed, developed and advanced employees from underrepresented communities. He has also worked with managers to recruit and retain individuals from underrepresented communities. He did so by engaging colleagues in courageous conversations, by assisting in the creation of strategic plans to bring greater diversity and inclusion to a company and by designing a number of methods that lead to cultural transformation.



James Staton has a long history of community service. He serves as the Treasurer of the Friends of Historic American Beach (FOAB) in Fernandina, Florida. After serving on the Board of the National Association of State Procurement Officials (NASPO), he is now a Life Member of the organization. He is a member of Alpha Phi Alpha Fraternity, Inc.; a member of St. Peter's Episcopal Church, Fernandina Beach, Florida; and a member of the A. L. Lewis Black Opportunity & Impact Fund which was established through the Community Foundation for North East Florida.

James has an MBA-Public Administration from the University of Phoenix and is a graduate of the George Washington University's Executive Leadership program and the University of Houston's Certified Purchasing and Supply Chain Manager Certification Program in Continuing and Professional Studies. He is also a graduate of St. Augustine's University, Raleigh, NC with a BA degree in Business Administration-Concentration in Accounting.

James is the recipient of several honors, including a 2018 Made Man Award from the Made Man Foundation. He was conferred with the Chieftaincy Title of UMENWANNE 1 of AMOKWE ACHARA UTURU, NIGERIA, in recognition of service to humanity, by His Royal Highness Eze Cyril E. IBE (JP).

He is married to Johnnetta Betsch Cole, and they reside in Fernandina Beach, Florida. He is the father of one son, three step-sons and he has three step-grandchildren.

**James D. Staton**

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