

DATE: February 4, 2015

TO: City Clerk

FROM: City Representative Carl L. Robinson

ADDRESS: 300 N. Campbell Street TELEPHONE (915) 212-1016

Please place the following item on the (Check one): CONSENT XXX REGULAR \_\_\_\_\_

Agenda for the Council Meeting of February 9, 2015

Item should read as follows: RE-Appointment of Brian Burds to the El Paso Bond Overview Advisory Committee

SPECIAL

INSTRUCTIONS: \_\_\_\_\_

**BOARD COMMITTEE/COMMISSION APPOINTMENT/REAPPOINTMENT FORM**

NAME OF BOARD/COMMITTEE/COMMISSION: El Paso Bond Overview Advisory Committee

NOMINATED BY: Representative Robinson DISTRICT: #4

NAME OF APPOINTEE Brian Burds  
(Please verify correct spelling of name)

E-MAIL ADDRESS: \_\_\_\_\_

BUSINESS ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ ST: \_\_\_\_\_ ZIP: \_\_\_\_\_ PHONE: \_\_\_\_\_

HOME ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ ST: \_\_\_\_\_ ZIP: \_\_\_\_\_ PHONE: \_\_\_\_\_

DOES THE PROPOSED APPOINTEE HAVE A RELATIVE WORKING FOR THE CITY? YES: \_\_\_\_ NO X

IF SO, PLEASE PROVIDE HIS OR HER NAME, CITY POSITION AND RELATIONSHIP TO THE PROPOSED APPOINTEE:

WHO WAS THE LAST PERSON TO HAVE HELD THIS POSITION BEFORE IT BECAME VACANT?

NAME OF INCUMBENT: Brian Burds

EXPIRATION DATE OF INCUMBENT: 12/31/2014

REASON PERSON IS NO LONGER IN OFFICE (CHECK ONE): TERM EXPIRED: X  
RESIGNED \_\_\_\_\_  
REMOVED \_\_\_\_\_

DATE OF APPOINTMENT: 2/9/2015

TERM BEGINS ON : 2/9/2015

EXPIRATION DATE OF NEW APPOINTEE: 12/31/2018

PLEASE CHECK ONE OF THE FOLLOWING: 1<sup>st</sup> TERM: \_\_\_\_\_

2<sup>nd</sup> TERM: X

UNEXPIRED TERM: \_\_\_\_\_

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# Brian Joseph Burds

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## SUMMARY OF QUALIFICATIONS

High-energy management/finance professional with exceptional interpersonal and communications skills and an extensive background in the following broad-based competencies:

**Financial Management**

**Strategic planning**

**Channel Sales**

**Account Management**

**Staff Management**

**Key Relationships**

**New Business Development**

**Key Account Acquisitions**

**Consultative Sales**

- Demonstrated ability to promote issues and policies and secure and develop key contacts to maximize organizational effectiveness.
- Proven ability to cultivate productive relationships with key decision makers and manage projects on a divisional basis to achieve unified goals.
- Excellent qualifications in strategic planning with comprehensive knowledge of management, organizational development, team building, and project execution.

## PROFESSIONAL EXPERIENCE

**SELF-EMPLOYED REALTOR – El Paso, TX**

**03/06 – Current**

**Owner, Genesis Escrow**

Versatile. Results-oriented, real estate sales professional with extensive experience in corporate real estate, including industrial, multi-family, and retail property asset and portfolio management. Demonstrated customer service excellence, business acumen, and strategic planning ability. Possess a collaborative approach in leadership with the aptitude to foster a team-oriented environment while imparting knowledge to others on how to increase productivity. Utilize diverse property sales tactics, including qualification, persuasion, strategy, proposal, and closing. Armed with solid communication and interpersonal skills to establish and maintain rapport with clients and staff.

- Organized and operate Full operation of daily business and three employees
- Designed a new marketing structure which doubled the size of my business year over year

**PATRICK HAGGERTY CAMPAIGN – EL PASO, TX**

**11/05-05/06**

**Campaign Manager**

I served as primary point of contact for Representative Haggerty and act a liaison between constituents, the media, and community volunteers. I also organized and coordinated daily campaign expenditures, appointments, appearances, and media relations.

- Provide administrative support to Representative Haggerty with a demonstrated ability to improvise, improve procedures, and meet demanding deadlines.
- Process monthly expense reports reflecting supporting documents and budget code indexes.
- Facilitate and maintain volunteer and professional staff.
- Collaborate with volunteer, and finance managers on weekly postings for master reports to make possible the accurate and timely preparation and reporting of ethics reports.

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# Brian Joseph Burds

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## PROFESSIONAL EXPERIENCE Continued

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LEGISLATIVE SOLUTIONS - Austin, TX

05/05 – 05/06

### **Legislative Coordinator**

With a working knowledge of the Texas bicameral system my knowledge was capitalized with Legislative Solutions. I developed working relationships with many State Representatives and State Senators while acting as liaison for Legislative Solutions when necessary.

- Developed end of session reports recapping legislation affecting individual clients.
- Analytical research on potential clients with facilitating development of functional proposals detailed to client needs.
- Assisting with campaign fundraisers for multiple local and state-wide elected officials.
- Website creation and Management

## EDUCATION

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**Bachelor of Business Administration, Major: Finance**

New Mexico State University, Las Cruces NM, May 2005

## REFERENCES

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### **Patrick Haggerty**

Work: (512)-463-0728

Mobile: (512)-922-0280

### **State Representative Chente Quintanilla**

District 75 (El Paso)

Work: (512)-463-0613

Mobile: (915)-274-1040

### **Deborah Ingersoll**

Legislative Solutions

Work: (512)-477-2417

Email: dingersoll@austin.rr.com

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