

DATE: August 6, 2019

TO: City Clerk

FROM: City Representative Isabel Salcido

ADDRESS: 300 N. Campbell TELEPHONE 212-0005

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

Agenda for the Council Meeting of August 6, 2019

Re-appointment of Juan Uribe to the City Plan Commission by Representative Isabel Salcido,

Item should read as follows: District 5.

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

NAME OF BOARD/COMMITTEE/COMMISSION: City Plan Commission

NOMINATED BY: Isabel Salcido DISTRICT: 5

NAME OF APPOINTEE Juan Uribe  
(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:

HAS APPOINTEE BEEN A MEMBER OF OTHER CITY BOARDS/COMMISSIONS/COMMITTEES? IF SO, PLEASE PROVIDE NAMES AND DATES:

**LIST ALL REAL ESTATE OWNED BY APPOINTEE IN EL PASO COUNTY (BY ADDRESS):** None

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

NAME OF INCUMBENT: Juan Uribe

EXPIRATION DATE OF INCUMBENT: 08-01-2019

REASON PERSON IS NO LONGER IN OFFICE (CHECK ONE): TERM EXPIRED: X

RESIGNED \_\_\_\_\_

REMOVED \_\_\_\_\_

DATE OF APPOINTMENT: 08-06-2019

TERM BEGINS ON : 08-01-2019

EXPIRATION DATE OF NEW APPOINTEE: 08-01-2021

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

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

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

# JUAN URIBE

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With a mission to provide my clients with the most effective systems and services in the real estate arena, I have committed and dedicated my all to perfect the art of real estate. Listed below you will find my range of achievements and qualifications.

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## KEY SKILLS

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- Closing Complex Real Estate Transactions
  - Represent Sophisticated Buyers and Sellers
  - Commercial Land Development
  - Structuring Real Estate Financing
  - Commercial Real Estate Leasing
  - Investment Sales Specialization
  - Access to Private Investors
  - Developer of Industrial Properties
  - Industrial Brokerage in Mexico
  - Bridging Private & Institutional Capital
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## COMPANIES

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- Team Juan Uribe Real Estate, since 1986.
  - Team Juan Uribe New Mexico, LLC
  - Team Juan Uribe, LLC.
  - My Family Farm, LLC
  - Bradford in the 60s, LLC
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## EDUCATION

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- Business Administration, Real Estate and Finance at UTEP
- Studies in CCIM-Commercial Investment Real Estate Institute
- Studies in the ICSC – International Council of Shopping Centers
- Certified Negotiation Expert (CNE) – Negotiation Expertise, LLC
- Real Estate Broker in Texas
- Real Estate Broker in New Mexico
- Global Property Specialist

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## AFFILIATIONS

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- Texas Association of Builders
- Commissioner of the Plan Committee of the City of El Paso
- President of the El Paso Chorale Society & Orchestra

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## EXPERIENCE

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### TEXAS REAL STATE BROKER SINCE 1986

- January 2019 Juan Uribe received an award for the Number Two Top Producer for the city of El Paso from NAHREP
- February 2019, Juan Uribe received a Power Broker Award for Top Commercial Sales in the Southwest Region
- December 2018, Team Juan Uribe successfully sold 400 commercial acres in five different parcels in Santa Teresa, NM
- Juan Uribe, LLC completed their goal for the year 2018 by generating \$45,000,000.00 for the year.
- Juan Uribe was named the top number five agent for the National Hispanic Association of Realtors in February 2018.
- Juan Uribe was named CoStar Top Producer for commercial real estate for 2017.
- Juan Uribe named by CoStar as one of the Top 5 Commercial and Leasing Agents to include Top Sales Transactions for Broker firm in the El Paso market area for **2015 & 2016**.
- Team Juan Uribe San Antonio became an independent company and now consults and works with Commercial Agents in San Antonio, Texas.
- Juan Uribe became a chairman for the El Paso Board of Realtors MLS in late **2015**. Shaping the real estate industry through the local board, reviewing all new technology in the Commercial Real Estate area with input in other aspects of the organization.
- In **2015**, Team Juan Uribe, LLC was recognized by NAHREP for being the Top #1 (\$60,000,000.00 closed) team in the city Juan Uribe was also mentioned the Top Agent for the city.
- In **2015**, Juan Uribe's San Antonio team was recognized as the #1 team for Keller Williams, San Antonio with over 500 agents. We also received the award of the biggest commercial sale.
- By August **2014**, Team Juan Uribe had achieved a total closing of \$50,000,000.00 for the year.
- **2014** - Team Juan Uribe represented the Bankruptcy Court in coordinating the auction to sell three Fuddruckers in El Paso, TX for \$5.5 million dollars.

- **2013** - Partnered with Ruben Solis in San Antonio KW and thereafter awarded the top performing team for 2013.
- **2012** - Team Juan Uribe awarded a "Double Platinum Award" for closing \$26,000,000.00 and named the top real estate agent for Keller Williams San Antonio, TX.
- **2012** - Juan Uribe opened an office in San Antonio, Texas at Keller Williams, and closed \$70,000,000.00 in 14 months.
- **2011** - January and February in 2010, Juan Uribe broke all sales records closing \$7,000,000.00 in two months.
- **2010** – Juan Uribe became member of Keller Williams Commercial and opened an office in Ahwatukee, Arizona together with Mike Mendoza, one of the founders of Keller Williams.
- **2008** – Named advisor to El Paso housing authority, closed \$35,000,000.00 in sales.
- **2007** - Juan Uribe developed a 12,000 square foot shopping center, purchased a shopping center on Lee Trevino called Lee Trevino Plaza, developed a twelve-office warehouse, acquired Saul Kleinfeld Marketplace & Carwash, developed a 7,000 square foot shopping center, purchased a 4-acre tract of land in the northeast, purchased and developed a 15 acre tract of land, then sold in small parcels, and purchased six subway stores.
- **2006** - Team Juan Uribe closed approximately \$125,000,000.00 under the direction of Juan Uribe.
- **2005** - In the construction field, Juan Uribe built for his own portfolio a shopping center on Roseanne & Zaragoza, a shopping center and car wash on Saul Kleinfeld & Pebble Hills, a shopping center on Dyer & McCombs, and a shopping center on Zaragoza & Pelicano.
- **2004** – Team Juan Uribe sold \$60,000,000.00 of real estate under the direction of Juan Uribe and built a condominium project for his own portfolio at Resler & Royal Arms.
- **2003 to 1996** - Team Juan Uribe became a versatile group of professionals in the Real Estate arena having a specialist in each of the different fields of real estate.
  - Represented Deloitte & Touche for real estate consulting.
  - Leased more than 1,500,000 square feet of industrial property to several companies such as Ansell Perry, Danaher, Bobinas del Sur, American Shelter, Thompson, Tatun, Hawlett-Packard, and Foster Electric.
  - Represented many commercial tenants like Pollo Feliz, Taco-Tote, Carnitas Queretaro, First Savings Bank, Quiznos, Subway, etc.
  - Built and developed two open air centers (Saul Kleinfeld and Zaragosa) for his own portfolio.
  - Built and developed three open air centers for different clients.
  - Sold and pre-developed an old car dealer into a medical office development.
  - Sold five city blocks in downtown El Paso for *Editora Paso del Norte*, including several buildings, parking, garage, etc.
  - Sold the site and helped develop and lease Las Palmas Prestigios Power Center in El Paso, Texas.
  - Awarded
    - The Top Selling Agent in Texas for five years in a row.
    - Was also top nationwide salesperson in total sales for the Keller Williams franchise.
- **1996** - Participated in all phases of the development of 73 acres of commercial real estate, i.e., established relations with real estate directors for national users, planned sites, sold and lease properties.
  - Leased 120,000 square feet of retail space in Las Palmas.
  - Negotiated and discounted with a united states bank for an 87,000 square foot building for American Yazaki (Porvenir, Mexico).
  - Sold 73 acres to De la Vega Group.
  - Sold 20 acres to Cinemark USA.

- **1995 to 1991** – Juan Uribe sold single, multi-family and investment properties utilizing sales networks and discount real estate notes. Sold commercial land for major developers in the region and maintained active troubleshooting and negotiating involvement through closing.
  - Closed over \$67 million dollars in transactions.
  - Top producer for the city of El Paso (1991, 1992, 1993 and 1994).
  - Diamond club certificate 1994.
  - Top ten producer for the Texas realtor magazine, El Paso (June 1996).
  - Received the Excellence Award from Diario de Juarez Newspaper (1996).
- **1990** - Golden Real Estate Award / Golden de Mexico. Sold commercial real estate for investors and users specialized in Mexican investors. Sold 87,000 square foot warehouse on Rojas and Americas Ave.
- **1990 to 1987** - Real Estate Associate Re/Max of West El Paso. Developed and maintained profitable relations with new prospective clients as well as an international network of other agents.
  - \$20,000,000.00 closed in 1989.
  - Top producer for the state of Texas of all Re/Max offices in 1989.
  - Top Ten Producer – Presidents Club 1988, 1989 and 1990.
  - Re/Max Top Producer Representative for El Paso during the San Antonio Real Estate Seminar.
- **1986** – Juan Uribe begins his career in real estate and closed \$800,000 in transactions.

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## AFFILIATIONS

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- Member of El Paso MLS Board
  - Member of Las Cruces, NM MLS Board
  - Member of Texas Association of Realtors
  - Member of International Council of Shopping Center
  - Las Cruces Board of Realtors
  - President of El Paso Chorale Society & Orchestra
  - Texas Association of Builders
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