

CITY OF EL PASO, TEXAS
AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: Economic and International Development

AGENDA DATE: CCA Consent 09.29.2020

CONTACT PERSON: Jessica Herrera, (915) 212-1624
herrerajl@elpasotexas.gov

DISTRICT(S) AFFECTED: 8

SUBJECT:

That the City Council approve the recommendation of the Board of Directors of the El Paso Downtown Management District that the following persons be named directors of the District for the terms indicated:

<u>Nominee</u>	<u>Term #</u>	<u>Expiration Date</u>
Sam Legate	5	August 2023
Y. I. Santoscoy	6	August 2023
Laura Uribarri	1*	August 2023
Jamie Gallagher	3	August 2023
Ruben Torres	5	August 2023
Alejo Restrepo	3	August 2023
Martin Morgades	3	August 2023

BACKGROUND/DISCUSSION:

The Downtown Management District (DMD), Board of Directors met on August 27, 2020 and nominated seven individuals to fill expiring terms on its 21 member Board. As provided in Chapter 375 of the Local Government Code, the Board recommends the above-noted persons and requests that the nominees be considered for approval by the City Council Agenda. All nominees are qualified to serve on the Board in accordance with the qualifications established by Chapter 375 as follows: are at least 18 years old, and are connected within the District as either (1) a resident, (2) owner of property, (3) owner of stock on property, as an individual or in a corporate capacity, (4) owner of a beneficial interest in a trust that owns property, or (5) be an agent, employee or tenant of the owners listed in categories 2, 3 or 4.

PRIOR COUNCIL ACTION:

Downtown Management District (DMD), Board of Directors - Reappointments – October 31, 2017
Downtown Management District (DMD), Board of Directors - Reappointments - October 7, 2014

AMOUNT AND SOURCE OF FUNDING:

N/A

BOARD/COMMISSION ACTION:

N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:

Jessica Herrera

Jessica Herrera, Director

Economic & International Development

RESOLUTION

WHEREAS, by resolution dated September 3, 1996, the City of El Paso approved of the creation of the El Paso Downtown Management District ("District");

WHEREAS, pursuant to Chapter 375 of the Texas Local Government Code ("Code") the District was legally created by order of the Texas Natural Resources Conservation Commission on March 10, 1997;

WHEREAS, pursuant to Section 375.064(a) of the Code, the Board of Directors of the District ("Board") convened a meeting open to the public on August 27, 2020 for the purpose of recommending a slate of persons to serve as members of the Board; and

WHEREAS, pursuant to Section 375.064(b) of the Code, the City Council is required to approve or disapprove recommendations submitted by the Board.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF EL PASO:

That the City Council approve the recommendation of the Board of Directors of the El Paso Downtown Management District that the following persons be named directors of the District for the terms indicated:

<u>Nominee</u>	<u>Term #</u>	<u>Expiration Date</u>
Sam Legate	5	August 2023
Y. I. Santoscoy	6	August 2023
Laura Uribaldi	1*	August 2023
Jamie Gallagher	3	August 2023
Ruben Torres	5	August 2023
Alejo Restrepo	3	August 2023
Martin Morgades	3	August 2023

*Indicates candidate was appointed to a partial term and is being nominated for his/her first full term.

[Signatures begin on the following page]

APPROVED this the _____ day of _____ 2020.


THE CITY OF EL PASO

Dee Margo
Mayor

ATTEST:

Laura D. Prine
City Clerk

APPROVED AS TO FORM:



Roberta Brito
Assistant City Attorney

APPROVED AS TO CONTENT:



Jessica Herrera, Director
Economic and International
Development Department



MEMO

TO: Mr. Tommy Gonzalez, City Manager
Ms. Jessica Herrera, Economic Development Director
Ms. Karla Nieman, City Attorney

FROM: Joe Gudenrath, Executive Director
El Paso Downtown Management District

DATE: September 10, 2020

SUBJECT: Item for City Council Agenda – DMD Board Member Nominations

At the August 27, 2020 meeting of the Board of Directors for the El Paso Downtown Management District (DMD), the Board nominated seven individuals to fill expiring terms on its 21-member Board.

As provided in Chapter 375 of the Local Government Code, the Board recommends the following persons and requests that this item be placed on the City Council Agenda for consideration and approval, as it has in the past, so that the appointments may be final as soon as possible.

<u>Nominee</u>	<u>Term#</u>	<u>Expiration Date</u>
Sam Legate	5	August 2023
Y.I. Santoscoy	6	August 2023
Laura Uribarri	1*	August 2023
Jamie Gallagher	3	August 2023
Ruben Torres	5	August 2023
Alejo Restrepo	3	August 2023
Martin Morgades	3	August 2023

* Indicates candidate was appointed to a partial term and is being nominated for his/her first full term.

All nominees are qualified to serve on the Board in accordance with the qualifications established by Chapter 375 as follows: are at least 18 years old, and are connected within the District as either (1) a resident, (2) owner of property, (3) owner of stock on property, as an individual or in a corporate capacity, (4) owner of a beneficial interest in a trust that owns property, or (5) be an agent, employee or tenant of the owners listed in categories 2, 3 or 4.

I am including information for each of the nominated individuals to provide background information for the City Council. Should you have any questions, I can be reached at 915-400-2294 or by email at jgudenrath@elpasodmd.org. Thank you for your consideration.



Founding partner Sam Legate appreciates that along with the benefits of managing El Paso’s premiere personal liability law firm comes great responsibilities, too.

“We are the largest personal injury firm in El Paso. We see our obligation to help the people of El Paso any way we can.”

That begins with health care. Along with Jim Scherr, Sam donated \$1 million to create the Scherr Legate Trauma Center at University Medical Center, the only Level 1 trauma center within a 280-mile radius. Sam was also the Founding Chairman of the Board for El Paso Children’s Hospital. And he is active with the Downtown Management District.

“Whether it’s trauma care or our cases, we want to see people treated justly. And we want help to advance our community’s economy.”

In his role on the Downtown Management District’s Board of Directors, Jim helps the agency revitalize the city’s oldest commercial area.

“Our Downtown is the most beautiful place in the city and one of the most beautiful places in Texas and the U.S. We’ll continue to advance that effort.”

Sam came to El Paso in the early 1990s after practicing law for five years in Oklahoma. Having grown up in another border city, Presidio, Texas, he found El Paso to be a better cultural fit for him than Oklahoma. A mutual friend, Sue Kurita, introduced Sam to Jim Scherr, saying they would make a good fit professionally.

After a lengthy interview, Sam found they had a lot in common, including an interest in real estate, doing good for the community, problem solving and a genuine desire to help people. Together, they’ve made Scherr Legate the region’s top personal injury firm.

Today, Sam is the firm’s managing partner and works on its top cases. He handles cases involving labor and employment, personal injury, product liability, as well as non-subscribers work injuries, and wrongful deaths.

EDUCATION

- Bachelor’s in Business Administration from the University of Texas at Austin, 1983
- Law degree from University of Oklahoma School of Law, 1986

ASSOCIATIONS

- Texas Bar Association
- Oklahoma Bar Association
- El Paso Bar Association
- Mexican American Bar Association

BOARDS AND AFFILIATIONS

- Downtown Management District Board of Directors since 1997

- Past member of El Paso County Hospital District 2000-2007; vice chair of board 2003-2007
- Founding Director of El Paso Children's Hospital 2007

HONORS

- Texas Super Lawyer 2006-2019



BOARD OF DIRECTOR NOMINATION FORM

201 E. Main, Suite 107
El Paso, TX 79901
(915) 400-2294

Nominee's Name: Sam Lesca

Business Address: 109 N. OREGON 12

Business Phone: 544-0100 Other Phone: 241-3000

E-mail address: SamLesca@scholarlete.com Fax: _____

Current resume or bio attached: YES NO

Provide brief background on Nominee and the attributes he/she would bring to the Board: _____

been on board since inception, have historical knowledge of good + bad, participate critically, attend meetings, other board experience attorney

Other Qualifications: _____

References (at least 2, one has to be a current DMD BOD member) who can speak about the Nominees background and qualifications for the Board (name and contact information):

Michael McQuinn, Jeff Sufreson, Ruben Torres, Laura Pople, Arlene Camillo, Steve Ortega, Sam Law, Wayne Sosa

Texas Local Government Code Chapter 375. §375.063. Qualification of Directors. To be qualified to serve as a Director, a person must be 18 years old and (Please check all that apply):

- a. A resident of the District;
- b. An owner of property in the District;
- c. An owner of stock, whether beneficial or otherwise, of a corporate owner of property in the District;
- d. An owner of a beneficial interest in a trust that owns property in the District; or
- e. An agent, employee, or tenant of a person covered by items (b), (c), or (d) above.

Nomination submitted by: _____ (print)

Signature: [Signature] Date: 7/5/17

Nomination Forms must be submitted to the Downtown Management District Offices for the Executive Committee to consider.

Telephone Number: 400-2294 ext. 104 or e-mail to: jgudenrath@elpasodmd.org.

Office use only: Date Received: 7/5/17

By: [Signature] via email



BOARD OF DIRECTOR NOMINATION FORM

201 E. Main, Suite 107
El Paso, TX 79901
(915) 400-2294

Nominee's Name: Y I Santoscoy

Business Address: 200 N Oregon St., El Paso, TX 79901-1316

Business Phone: (915) 533-5943 Other Phone: _____

E-mail address: yisantoscoy@sbcglobal.net Fax: _____

Current resume or bio attached: YES NO

Provide brief background on Nominee and the attributes he/she would bring to the Board: _____

Small/Family businesses make up about one half of the businesses. As a business owner I can relate to situations that small businesses may face.

DMD when making decisions for downtown, should think how it will affect Mom & Pop shops. As well as a Start Up company. This is where I can give some guidance.

Other Qualifications: I own properties in the downtown area I want a vibrant downtown as it use to be.

References (at least 2, one has to be a current DMD BOD member) who can speak about the Nominees background and qualifications for the Board (name and contact information): _____

Sam Legate Scherr & Legate (915) 241-3000

Mike McQueen Kemp Smith (915) 533-4424

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- b. An owner of property in the District;
- c. An owner of stock, whether beneficial or otherwise, of a corporate owner of property in the District;
- d. An owner of a beneficial interest in a trust that owns property in the District; or
- e. An agent, employee, or tenant of a person covered by items (b), (c), or (d) above.

Nomination submitted by: Y I Santoscoy (print)

Signature: *Y I Santoscoy* Date: 08/24/20

Nomination Forms must be submitted to the Downtown Management District Offices for the Executive Committee to consider.

Telephone Number: 400-2294 ext. 101 or e-mail to: jgudenrath@elpasodmd.org.

Office use only: Date Received: _____

By: _____



BOARD OF DIRECTOR NOMINATION FORM

201 E. Main, Suite 107
El Paso, TX 79901
(915) 400-2294

Nominee's Name: Laura M. Uribarri

Business Address: 500 W. University Ave., Business Administration Building

Business Phone: ~~915-747-5378~~ 915-747-5379 Other Phone: ~~915-907-5531~~ 915-490-5539

E-mail address: lmuribarri@utep.edu Fax: 9157475147

Current resume or bio attached: YES NO

Provide brief background on Nominee and the attributes he/she would bring to the Board: _____

Laura is the Assistant Dean for the UTEP College of Business Administration.

She oversees the MBA and Undergraduate Programs Office as well as professional development

for students. Laura has previous governmental relations and city administration experience. Laura was involved in the

development of the UTEP Graduate Business Center and continues to oversee its operations.

Other Qualifications: _____

Board experience with El Paso Chamber, Executive Forum, Texas Lyceum.

References (at least 2, one has to be a current DMD BOD member) who can speak about the Nominees background and qualifications for the Board (name and contact information): _____

Jamie Gallagher, Arlene Carroll

Texas Local Government Code Chapter 375. §375.063. Qualification of Directors. To be qualified to serve as a Director, a person must be 18 years old and (Please check all that apply):

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- b. An owner of property in the District;
- c. An owner of stock, whether beneficial or otherwise, of a corporate owner of property in the District;
- d. An owner of a beneficial interest in a trust that owns property in the District; or
- e. An agent, employee, or tenant of a person covered by items (b), (c), or (d) above.

Nomination submitted by: Laura Uribarri (print)

Signature: email Date: 11/13/19

Nomination Forms must be submitted to the Downtown Management District Offices for the Executive Committee to consider.

Telephone Number: 400-2294 ext. 101 or e-mail to: jgudenrath@elpasodmd.org.

Office use only: Date Received: 11/13/19 By: [Signature]

Laura M. Uribarri

Education:

- 8/13-present **University of Texas at El Paso**, *Doctor of Philosophy* Borderlands History. In Progress. *Master of Arts*, History, Fall 2016.
- 8/96-5/98 **University of Texas at Austin, Lyndon B. Johnson School of Public Affairs**, Austin, TX. *Master of Public Affairs*.
- 9/92-6/96 **Stanford University**, Stanford CA. *Bachelor of Arts*, International Relations. Conferred with honors. Emphasis on U.S./Latin American relations. Stanford Overseas Studies Program at the Pontificia Universidad de Catolica de Chile in Santiago.

Professional Experience:

- 9/15-present **University of Texas at El Paso, El Paso, TX.**
Assistant Dean for Academic Programs. Oversee Master of Business Administration and Bachelor of Business Administration programs. Establish internal and external academic partnerships that result in expanded opportunities for COBA Students. Develop interdisciplinary partnerships that enable access to business coursework for non-business majors. Manage COBA facilities. Manage community outreach and marketing efforts for the MBA and BBA programs. Develop strategic community and corporate partnerships for the College of Business Administration.
- 1/10-8/15 *Assistant Dean for MBA Programs.* Manage all MBA program formats (accelerated, full-time and executive). Develop and execute international marketing and recruitment strategy for expansion of the MBA programs. Serve as an ombudsman for MBA students. Work with the MBA faculty committee to develop program policy and procedures for admissions and curriculum requirements. Oversee the successful operations and budgeting of the UTEP Graduate Business Center. Direct the efforts of the MBA program staff to insure students receive the advising and academic/professional development support. Manage corporate outreach to enhance experiential learning, class engagements and career opportunities for MBA students. Contribute to the advancement of the College of Business Administration. *Director of MBA Programs* from 10/06-12/09.
- 12/04-10/06 **El Paso Electric Company, Austin/El Paso, TX.**
Senior Government Affairs Representative. Coordinate the research and lobbying activities of the company's contract lobbyists in Texas, New Mexico, Arizona and Washington D.C. Assist senior management in developing Government Affairs strategic plan and advocacy agenda for each governmental jurisdiction in the service territory. Facilitate communication between the lobby team and senior management regarding political and legislative developments that may affect operations. As registered lobbyist, work closely with key legislators

and industry associations to promote the company's interests and develop alliances. Assist with certain regulatory filings and represent the company in regulatory procedures.

- 6/03 – 12/04 **Office of the Mayor, City of El Paso, El Paso, TX.**
Assistant to Mayor Joe Wardy. Served as a liaison to sixteen departments including community development, police, fire, streets, airport, solid waste management, health/environmental district, and Sun Metro. Provided policy recommendations in the areas of housing, economic development, transportation, environment, arts, workforce development, binational affairs and healthcare. Spearheaded special projects including: development of the Mission Trail Harvest Market; redefinition of the Community Development Block Grant strategic priorities and processes; worked with U.S. Environmental Protection Agency and Texas Commission on Environmental Quality to determine lead and arsenic clean up strategy for residential soil contamination. Coordinated the City's State and Federal agenda and planned advocacy activities an intergovernmental liaison. Developed media alerts/releases, wrote speeches, and served as the Mayor's primary liaison to the Spanish language media. Assisted the Mayor and Council with the historic transition from strong mayor to council-manager form of government. Assisted the mayor with cross-border relations.
- 8/98-6/03 **Greater El Paso Chamber of Commerce, El Paso, TX.**
3/01- 6/03 *Vice President,* Government Relations Division. Served as chief lobbyist, responsible for the advocacy efforts of the Chamber and Team El Paso at the local, state, and federal level. Coordinated the Chamber's involvement in key community development issues such as transportation, healthcare, and small business development. Coordinated the Team El Paso community legislative agendas and advocacy trips to Washington D.C. and Austin. Managed division budget, staff, programs, and membership campaign accounts.
- 10/99-2/01 *Director of Public Policy.* Lobbied the city, county, and state legislature for member-defined initiatives. Coordinated private sector involvement in transportation funding requests from state and federal agencies. Worked with key partners to improve the ports of entry. Managed the Chamber's Transportation Committee.
- 8/98-10/99 *Director of Workforce Development.* Developed outreach efforts to encourage employer involvement in the development and implementation training programs. Coordinated efforts of business services representatives in order to expedite services to employers. Developed grant applications to support Workforce Center initiatives. (Assistant Director 8/98-5/99)

Lectures/Presentations/Courses

Understanding the Legislative Process - Its Effects on Business and Society

Texas Society of CPAs, El Paso Chapter – Continuing Education Series, April 26, 2011.
Guest lectures for UTEP Accelerated and Executive MBA Business Law and Ethics classes, 2007-present.

BUSN 5394 Global Compliance, Corporate Responsibility, and Sustainability – Co-instructor for Executive MBA course, spring 2019. Delivered in El Paso and Barcelona, Spain.

Conferences/Capacity Building

Western History Association Annual Conference. Paper presented on panel titled “Protecting Air and Water: Urban Environments on the US-Mexico Border.” Paper titled “The Paso del Norte Air Quality Task Force - A Case Study in Cross-Border Community Advocacy and Cooperation.” San Antonio TX, October 19, 2018.

Governor’s Small Business Conference, Business Fundamentals Panel Moderator. August 10, 2017.

Public Relations Society of America – MBA Initiative Pilot Program Participant.

Represented COBA in PRSA initiative to expand delivery of strategic corporate communications coursework in business schools. Received curriculum and course delivery instruction at Dartmouth and Northwestern from leading scholars in the field. Summer/Fall 2012.

Presented on PRSA MBA initiative panel at GMAC/MBA Leadership Conference. January 23, 2013.

Papers in Progress

U.S./Mexico Border Environmental Governance: A Case Study in Cross-Border Community Advocacy and Cooperation. This paper examines the work of the Paso del Norte Air Quality Task Force (Task Force) - a binational consortium of business leaders, NGOs, physicians, scientists, and government officials that spearheaded a coordinated advocacy effort to gain recognition of a common airshed with coordinated pollution abatement efforts across jurisdictions.

Honors:

5/6/11	UTEP Leadership Development Institute Graduate – Inaugural Class
12/1/04	Conquistador Award for distinguished service to the City of El Paso.
7/27/04	Stanford Associates Member , recognition for volunteer service to the University.
11/18/02	Power Pipeline Participant , A leadership development program of the Foundation for Women’s Resources
12/9/99	Leadership El Paso , Graduate of Class XXI.
11/11/97	Phi Kappa Phi , University of Texas at Austin Academic Honor Society.
5/95-6/96	Departmental Honors Program , Stanford University. Honors thesis on binational air pollution problems and historic cooperation in the Paso del Norte Region.
3/19/96	Arturo Islas Award , Stanford University. Department of Humanities and Sciences award for research and involvement in activities that enrich the Chicano/a Community.

Activities/Affiliations:

2019	El Paso Chamber Board of Directors – Member.
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2011-present **Executive Forum** – Member; Board Member- 2014.
2010-2013 **Leadership El Paso**, Officer – Assist Chairperson with class curriculum development
2013 **Las Palmas Hospital Women’s Advisory Board** - Member
3/10-12/12 **National Society of Hispanic MBAs** – Member of El Paso Chapter-in-Formation
6/07-6/11 **Stanford Associates**, Appointed to a 4 year term on the Board of Governors.
2005-2009 **Texas Lyceum**, Director, 2007- Vice President of Leadership. Alumni Status.
1998-present **El Paso Del Norte Stanford Alumni Club**, Co-Chair Alumni Admission Interviews 2013-present, Served as recruitment chair 1999-2004, treasurer 2000-2002, and “Beat the Brain Drain” Event Co-Chair 2004
1999 – 2001 **Ballet Folklorico Quetzales**, Member
1999-2001 **Hispanic Women’s Network of Texas**, El Paso Chapter, member.
1996-1998 **Public Affairs Alliance for Communities of Color**, LBJ School Member 1996-1998, Co-chair – 1997/1998
1992-1996 **Ballet Folklorico de Stanford**, Co-chair 1995/1996

Languages:

Speak, read, and write fluently in Spanish.



BOARD OF DIRECTOR NOMINATION FORM

201 E. Main, Suite 107
El Paso, TX 79901
(915) 400-2294

Nominee's Name: Jamie Gallagher

Business Address: 123 W. Mills, Suite 600

Business Phone: 915-504-7087 Other Phone: 915-727-4948

E-mail address: jgallagher@fmmp.com Fax: _____

Current resume or bio attached: YES NO

Provide brief background on Nominee and the attributes he/she would bring to the Board: Jamie has served on Downtown Management District Board for xx years, and has held positions of President, Secretary, and Chairs of multiple committees. Jamie has worked in downtown El Paso for the last 13 years formerly for Borderplex Realty Trust and currently as Senior Vice President of Franklin Mountain Property Services,

Other Qualifications: Thirty plus years in Commercial Real Estate Asset Management and Property Management, the last 12 years in downtown El Paso for Borderplex Realty Trust, and currently as Senior Vice President of Franklin Mountain Property Services. Jamie also serves on the TIRZ No. 5 Board, and previously on the El Paso Center for Children, the First Tee of Greater El Paso, and other small non-profit boards.

References (at least 2, one has to be a current DMD BOD member) who can speak about the Nominees background and qualifications for the Board (name and contact information): Laura Pople, Best Companies (DMD) 915-533-4901 William Kell, Chief Operations Officer, Franklin Mountain Management 915-504-7150

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- e. An agent, employee, or tenant of a person covered by items (b), (c), or (d) above.

Nomination submitted by: Laura Pople (print)

Signature: *Laura Pople* Date: 8/25/2020

Nomination Forms must be submitted to the Downtown Management District Offices for the Executive Committee to consider.

Telephone Number: 400-2294 ext. 101 or e-mail to: jgudenrath@elpasodmd.org.

Ruben H. Torres



Ruben Torres has over 15 years of experience in finance. His diverse career includes experience in private equity, financial advisory, public finance, and commercial banking.

Mr. Torres began his career at Credit Suisse Asset Management (CSAM) in New York City. While at CSAM, his position as a portfolio administrator within the Post Venture Group charged him with the responsibility of managing the information and transaction flow between the institutional clients, portfolio managers, and trading desks.

After leaving CSAM, he returned to his hometown of El Paso, TX and focused on a career as financial advisor with First Union Securities, A.G. Edwards and Sons, and Merrill Lynch. Within those wire houses, he specialized in institutional and corporate investment needs such as cash management and debt and equity repurchase programs. His clientele included all the local municipalities, certain publicly traded firms within the region, various Mexican broker-dealers, and all Bolivian Banks.

Mr. Torres had initially been employed at Wells Fargo Bank for 10 years prior to departing in October of 2014. Mr. Torres was responsible for all new business acquisition for El Paso's Business Banking Group (BBG). Although centered in CRE, another of Mr. Torres' niches is that within public finance. Due solely to his efforts, Wells Fargo Securities has participated in over \$400MM in municipal underwritings. He briefly returned in 2018 (left in 2019) as a Principal Relationship Manager within the Commercial Group where he was responsible for a large diverse portfolio of companies that span the \$5MM - \$285MM revenue space.

Mr. Torres is a former Principal and CFO of PDN Capital Management, LLC. In 2010, he partnered with other former Wells Fargo bankers for their initial acquisition. At PDN, he was responsible for identifying acquisitions targets, raising capital, and overseeing the financial aspect of their respective holdings. Their first acquisition was a large regional sign manufacturing, installation, and service company (2010) and subsequently purchased a sign manufacturing maquila (Juarez, MX) in 2013.

From March of 2016 to June 2018, Mr. Torres was employed by JP Morgan's Business Banking Group as Vice-President and was responsible for the bank's loan and deposit portfolio for companies with revenue between \$3 and \$20 million dollars.

Today, Ruben is a Senior Vice President within the Corporate/Commercial group of BBVA. As a Corporate Relationship Manager, he is responsible for the day to day management of a depository/credit portfolio that consists of multi-national companies with market caps that range from middle market to publicly traded entities.

Mr. Torres completed his bachelor's education at the University of Texas at El Paso and is an active board member of the El Paso Downtown Management District and the Private Sector Representative to The Workforce Solutions Borderplex.

Ruben is the proud father of three boys, Nicolas, Benicio, and Marco.



BOARD OF DIRECTOR NOMINATION FORM

201 E. Main, Suite 107
El Paso, TX 79901
(915) 400-2294

Nominee's Name: Alejandro (Alejo) Restrepo

Business Address: 916 E. San Antonio Ave.

Business Phone: (915) 771-7777 Other Phone: _____

E-mail address: alejo@the-waterhouse.com Fax: (915) 772-3387

Current resume or bio attached: YES NO

Provide brief background on Nominee and the attributes he/she would bring to the Board: _____

2004-Present Waterhouse - Business owner

2001-2004 Merrill Lynch - Financial Adviser

Other Qualifications: _____

University of Miami - M.B.A

Boston College - B.S. in Business Administration

References (at least 2, one has to be a current DMD BOD member) who can speak about the Nominees background and qualifications for the Board (name and contact information): _____

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- d. An owner of a beneficial interest in a trust that owns property in the District; or
- e. An agent, employee, or tenant of a person covered by items (b), (c), or (d) above.

Nomination submitted by: Alejo Restrepo (print)

Signature: _____ Date: August 20, 2020

Nomination Forms must be submitted to the Downtown Management District Offices for the Executive Committee to consider.

Telephone Number: 400-2294 ext. 101 or e-mail to: jgudenrath@elpasodmd.org.

Office use only: Date Received: _____

By: _____

ALEJANDRO (Alejo) RESTREPO

EDUCATION

1998-99	University of Miami Executive Master of Business Administration with a specialization in Int'l Business	1252 Memorial Dr. Coral Gables, FL
1991-95	Boston College. Wallace E. Carroll School of Management Bachelor of Science with a concentration in Marketing	140 Commonwealth Ave. Chestnut Hill, MA
1990-91	Harvard University Extension School Completed courses in Economics and English	51 Brattle St. Cambridge, MA

PROFESSIONAL EXPERIENCE

2004- Present	Aqua Salus, LLC dba Waterhouse <u>Owner</u> Start-up company in El Paso-Las Cruces area selling purified water and purified ice thru a network of vending machines and stand alone kiosks <ul style="list-style-type: none">• Implementation of aggressive growth strategies• Achieved a joint venture with another company in the same line of business	916 E. San Antonio Ave. El Paso, TX
2001-04	Merrill Lynch <u>Financial Advisor</u> Manage relationships of high net worth clients in the US and Latin America within the Private Client Group at Merrill Lynch. <ul style="list-style-type: none">• Conduct comprehensive financial planning according to specific client's needs such as portfolio management, wealth transfer, charitable giving, etc.• Achieved company's designation of Certified Financial Manager	4699 North Mesa El Paso, TX
1995-99	BankBoston International <u>International Account Manager</u> Formed relationships with high net worth Latin American investors, which led to an increased profitability of their assets with my direction. Finance <ul style="list-style-type: none">• Supervised customer portfolio with a combined value of more than US\$60 million.• Identified client's needs and provided adequate financial planning Marketing <ul style="list-style-type: none">• Promoted and sold different financial products such as trusts, managed portfolios, offshore custody accounts, mutual funds and credit	55 Alhambra #800 Coral Gables, FL
1994-95	BankBoston Corporation <u>Product Manager Intern</u> Marketing <ul style="list-style-type: none">• Developed account opening documentation targeted for domestic and international clients• Assisted with the launching of different financial products such as mutual funds	100 Federal St. Boston, MA
1990-91	Harvard University <u>Office Manager Assistant</u> Marketing <ul style="list-style-type: none">• Conducted the creation and edition of a weekly newsletter targeted to Harvard University students• Advertised and promoted the newsletter to increase demand	101 Dunster St. Cambridge, MA

OTHER

- Completed specialized training in Money Laundering Prevention
- Training in Credit and Professional Selling Skills provided by BankBoston and Merrill Lynch



BOARD OF DIRECTOR NOMINATION FORM

201 E. Main, Suite 107
El Paso, TX 79901
(915) 400-2294

Nominee's Name: MARTIN MORGADES
 Business Address: 500 W. OVERLAND Suite 310 79901
 Business Phone: 915 307 9600 Other Phone: _____
 E-mail address: Martin.morgades@rioarroyo.com Fax: _____
 Current resume or bio attached: YES NO

Provide brief background on Nominee and the attributes he/she would bring to the Board: _____

Other Qualifications: _____

References (at least 2, one has to be a current DMD BOD member) who can speak about the Nominees background and qualifications for the Board (name and contact information): _____
Ruben TORRES
Jose Salom

Texas Local Government Code Chapter 375. §375.063. Qualification of Directors. To be qualified to serve as a Director, a person must be 18 years old and (Please check all that apply):

- a. A resident of the District;
- b. An owner of property in the District;
- c. An owner of stock, whether beneficial or otherwise, of a corporate owner of property in the District;
- d. An owner of a beneficial interest in a trust that owns property in the District; or
- e. An agent, employee, or tenant of a person covered by items (b), (c), or (d) above.

Nomination submitted by Martin Morgades (print)
 Signature: [Handwritten Signature] Date: 8/25/25

Nomination Forms must be submitted to the Downtown Management District Offices for the Executive Committee to consider.
Telephone Number: 400-2294 ext. 104 or e-mail to: jgudenrath@elpasodmd.org.