



City of Santa Fe, New Mexico

Memorandum



Date: February 6, 2025

To: Alan M. Webber, City of Santa Fe Mayor
Erika F. Quintana, Administrative Manager, City Clerk/Constituent Services

From: Kelly Bynon, Administrative Manager

RE: Airport Advisory Board Appointments & Reappointments

EXECUTIVE SUMMARY:

As outlined in Resolution 1988-8, The Airport Advisory Board (AAB) shall make reports and recommendations relating to the on-going operations of the airport to the governing body.

Per the resolution, the AAB shall have six citizens who have knowledge and interest in the city airport. The citizens shall be residents of the City of Santa Fe or County of Santa Fe who reside within 10 miles of the city limits. One citizen shall be from a residential vicinity of the airport. One citizen shall be a representative of the airport tenants.

Currently, the Airport Advisory Board has 4 members with terms expiring on 02/28/2025.

We are recommending the reappointment of three board members: Jyl Dehaven, Rosemary Thompson, and Len Rand, who have all expressed interest in remaining on the Airport Advisory Board for another term.

For the fourth seat, we are recommending appointing Lutz Arnold, who will take the seat of current board member Troy Padilla.

ATTACHMENTS:

Len Rand Resume
Rosemary Thompson Resume
Jyl Dehaven Resume
Lutz Arnold Resume

CV – Len Rand

[REDACTED]
Santa Fe, NM 87506

[REDACTED]
[REDACTED]

[REDACTED]

Experience

2013 – present – CEO xF Technologies, Inc. (Executive Chairman since 2015)

I assumed the leadership of a struggling xF Technologies (formerly Incitor) in 2013. In conjunction with a reconstituted team the Company has been transformed into a well performing developer of leading alternative fuels technologies. Key accomplishments include IP development (including issues and in-flight patents), a producing 25,000 gal/year pilot plant and developing relationships with many of the leading ethanol, oil and gas, and automotive OEMs.

2002 – 2012 – Managing Director, Granite Ventures, LLC

I was a Managing Director at Granite Ventures making investments in and participating in the governance of a variety of early stage technology firms in the western United States, primarily in the Bay Area of California. During that period I had a number of successful and profitable exits for the benefit of our Limited Partners.

1999 – 2002 - GM, Intel Corporation

After the acquisition of NetBoost by Intel I reported to Mark Christensen, VP and GM of Intel's Network Communications Group (NCG) and continued to run NetBoost for a period of time. After that I became GM – Strategic Marketing and Global Alliances for all of NCG. Following the merger of NCG and Intel's Communications Product Group into Intel Communications Group (ICG), under Executive VP Sean Maloney, I went on staff to Sean performing the same function for the combined group.

1997 – 1999 - CEO & Founder, NetBoost Corporation

NetBoost was a venture-backed company formed to develop Network Processor silicon and subsystems plus software development systems. It was founded by me and a group of senior people from Sun Microsystems, Xylan and others. It was funded by Crosspoint Ventures, H & Q Ventures (now Granite Ventures), Bay Partners, Charter Ventures and Intel Corp. NetBoost had grown to just under 100 people, was beginning to ship product and had contracts with major networking equipment vendors, including Ascend/Lucent and Cisco Systems, when it was acquired by Intel Corporation.

1996 – 1997 – CEO & Founder, Internet Middleware, Inc.

Founded in conjunction with Dr. Peter Danzig of USC, Internet Middleware (IMC) was the commercialization of Dr. Danzig's research in Internet proxy caching. IMC was shipping product and was exploring a first round of venture funding when it received bids for acquisition from Sun Microsystems, Cisco Systems and Network Appliances. It was acquired by Network Appliances in 1997.

1992 – 1993 –VP, Autodesk, Inc.

As VP – Design Automation, reporting to Carol Bartz, Autodesk's CEO, I was responsible for the bulk of Autodesk's revenue product, including AutoCAD. My team included multiple products in multiple physical locations and approximately 600 people. I was responsible for multiple acquisitions including Ithaca Software (HOOPS graphics software) and Microelectronic Engineering Systems (MCAD).

1991 – 1992 – CEO, The Whitewater Group

The Whitewater Group was one of the earliest of the Object Oriented Development software tools companies. It was funded by Kinship Ventures and Allstate Ventures and was located in Evanston, IL. The company was faltering and I was brought in by the investors to evaluate the company and then either restructure it or sell it. The decision was made to restructure, develop prototypes of more sustainable products and *then* sell it. It was acquired by Symantec Corporation in 1992.

1985 – 1991 – VP, Intergraph Corporation

Two years after the acquisition of the Rand Group I was promoted to VP – Architecture, Engineering and Construction products in Huntsville, AL. During the next three years I grew the division from just under \$100 million in revenue to just under \$300 million and a total of about 250 people. I then created a new division for the linkage and management of graphic data and database information, which generated \$40 million in revenue in its first year of operation.

1980 – 1985 – CEO & Founder, The Rand Group, Inc.

The Rand Group was founded in 1980 to develop and market microcomputer based Finite Element Modeling and Analysis systems. It was initially based outside of Boston, MA and was later moved to Dallas, TX. The company was profitable from the beginning and received a round of venture funding from Interfirst Ventures in 1984 to fund an acceleration of growth. The company had a total of about 35 employees at the time of its acquisition by Intergraph in 1985.

1970 – 1980 – CEO & Founder, The Rand Group, Inc.

Various engineering positions

Education

- 1970 – BA – Building Sciences – Rensselaer Polytechnic Inst., Troy, NY
- 1971 – BS – Civil Engineering – Rensselaer Polytechnic Inst., Troy, NY
- 1971 – BArch – Architecture – Rensselaer Polytechnic Inst., Troy, NY
- 1976 – MS – Structural Engineering – Rensselaer Polytechnic Inst., Troy, NY

Community Service

- VP and Board Member – The Food Depot, Santa Fe, NM
- Board Member – Interfaith Shelter, Santa Fe, NM
- Board Chair & volunteer – Interfaith Community Shelter, Santa Fe, NM
- Santa Fe Airport Advisory Board

Miscellaneous

- Licensed Civil Engineer (P. E.)
- Airline Transport rated Pilot (ATP) with multiple type ratings
- Interests include flying, biking, hiking and cooking
- Foreign language – competent in German

Resume of
Rosemary Morris Thompson

Santa Fe, New Mexico 87501
Phone: [REDACTED]

EDUCATION

1980 Colorado Real Estate Institute
Denver, Colorado
Real Estate Law
Real Estate Principles and Practices

License Colorado Real Estate Salesman License
Received December 1980

1979 New Mexico Real Estate Institute
Albuquerque, New Mexico

License New Mexico Real Estate Broker's License
Received August 1979

Other College of Santa Fe 1977-1979
Real Estate Law
Real Estate Principles and Practices
Real Estate Math
Real Estate Finance
Real Estate Appraisal
Real Estate Sales Promotion

1975-1976 Nurse Aide Training
Vo/Tec, Santa Fe, New Mexico

License Nurse Aide Certificate 1976

Seminars Creative Behavior Institute
Santa Fe Board of Realtors Ethics Seminar
ERA Management Seminar
Classified Advertising Seminar
Creative Financing Seminar
Tax Free Exchange Seminar
Seller's Security Seminar

Other Presently enrolled in Northern New Mexico Community College
Business: Math

ROSEMARY L. THOMPSON, CEcD

SANTA FE, NEW MEXICO 87507 ..

EXPERIENCE

STATE LAND OFFICE

**Staff Manager
Records Division**

*Santa Fe, New Mexico
2010-2011*

- Manage day-to-day functions and operations of the Records Division, with a Staff of ten (10).
- Planning, developing and implementing process and operation of title examination with all Staff.
- Maintain and update all Employee Evaluations and provide training as needed.
- Organize staff meetings and implement new activities on a daily basis.
- Oversee staff development and assign work as related to employee skills.
- Quality Control for all State Leases held in secure vault access.
- Maintain accountability for data entry of all new, terminated, expired and/or renewal of all State Leases.
- Quality Control for secure vault access and State Leases checked out to the Public and all Staff Members.
- Posting and/or Post Auditing for State Land Office Tract Books.
- Review, verification and approval of all Title Searches produced by Division Staff to insure accuracy.
- Oversee and Review Staff in Posting and Post Auditing of Leases, Land Exchanges, Land Sales, ownership, acreage and Beneficiary.
- Implemented new and creative workspace for enhanced Staff productivity and wellness development.

SANTA FE WILD WEST, LLC – A REAL ESTATE COMPANY

Owner/Associate Broker

*Santa Fe, New Mexico
2006-Present*

- See Below all Real Estate Aspects (licensed since 1979)

STATE OF NEW MEXICO ECONOMIC DEVELOPMENT DEPARTMENT

TEAM LEADER

Business Development and Director of Business Retention and Expansion Program

*Santa Fe, New Mexico
1996-2005*

Senior Team Leader: Business Development Program and Director of Business Retention and Expansion Program. Manage all inquiries and leads that come to the Economic Department and provide expert consulting with regards to business retention and expansion, including all incentives, tax credits and all available Economic Development programs statewide, with appropriate federal program coordination.

- Supervisor and Team Leader for 8 Staff Team Members. Conducted Employee Evaluations, training and team building.
- Represent the Economic Development Department and the Economic Development Division at public venues to discuss state incentives, tax credits and available programs. Extensive travel.
- Prepare communities for site visits by prospects. Extensive statewide and nationwide travel.
- Site Selection Consultant and point person for recruitment activities nationwide.
- Prepare financial incentives analysis for potential relocations.
- Testify at New Mexico State Legislature on economic development issues.
- Office of Science and Technology Recruiter for Aerospace and Aviation.
- Managed and implemented the statewide Cooperative Advertising Program Fund.
- Facilitated and Presented at the Small Business Advocacy Council (SBAC) meetings statewide with Lt. Governor Walter Bradley. Prepared Annual Report for Lt. Governor Walter Bradley for Legislative presentation and review. Extensive travel.
- Department Liaison for small business issues statewide.
- New Mexico representative for the Southwest Council for Recycling.
- Contract and proposal writing for statewide programs.
- Director for the Business Retention and Expansion Program (BR&E) for communities in New Mexico.
- Master Consultant for International Business Retention and Expansion Certification.
- Department Regional Representative for Planning District 6 (Southeastern New Mexico).
- Certified Economic Developer (IEDC).

THOMPSON PET PRODUCTS, INC.
Regional Sales Representative

Ft. Wayne, Indiana
1994-1995

Managed the business development and sales of Thompson's Pasta Plus dog food in the Midwest, including Michigan, Indiana, Ohio, and Illinois.

- Direct contact with major food retailers and distributors to ensure product quality, pricing and store placement.
- Responsible for all trade shows and sales presentations in the Midwest.

THOMPSON GROUP REAL ESTATE
Principal

Santa Fe, New Mexico
1979-Present

Real Estate Broker

All aspects of real estate related transactions:

- Sales, listings, leasing, appraisals, market analysis, management, training, etc.
- Managed office and trained staff for ERA Territorial Realty, Prudential Realty and Gafford Real Estate.
- Interpreting surveys and maps and on-site review analysis.
- Title examinations and closing documentations.
- Comparable market analysis and written appraisal reports.
- Instructor of *Real Estate Practices and Principles* at Santa Fe Community College.
- Review analysis of Santa Fe County Valuation and Taxation property tax assessments as a Board Member.

CAPITAL AVIATION (Fixed Base Operations)
General Manager

Santa Fe, New Mexico
1991-1992

Fixed Base Operations Facility at Santa Fe Airport.

- Managed and supervised all personnel.
- Trained all new employees
- Wrote related training manuals and job descriptions
- Implemented new programs for streamlining and updating operations.
- Handled all public relations, sales and marketing.
- Represented company at national aircraft conventions (NBAA)
- Prepared marketing materials to promote Santa Fe and Captial Aviation.
- Traveled to secure new corporate customers.
- Handled budgeting and scheduling of personnel.
- Employee reviews, all hiring of new employees
- Computer update for customer data and pricing.
- Prepared all travel arrangements for corporate customers.
- Increased bottom line by 33% in one year.

AMR COMBS (Fixed Base Operation)
Supervisor and Real Estate Manager

Denver, Colorado
1987-1990

Handled all real estate leasing for office and corporate hangar space, including, US West, United Cable, TCI, Mobil Oil, Texaco Oil and United Artist.

- Supervised and managed all counter personnel
- Implemented new training methods
- Public Relations and Marketing Director.
- Responsible for approx. 120,000 sq.ft. of hangar space and corporate tnenat improvements.
- Developed and implemented leasing plans.
- Employee reviews and new hires.
- Formulated current market analysis for lease space.

KROH BROTHERS REAL ESTATE
Commercial Leasing Agent

Denver, Colorado
1985-1987

Commercial and retail leasing agent for 9 shopping centers in the Denver area.

- Marketing research and formulating proformas on all 9 centers.
- Established branch office
- Managed construction oversight of two (2) new shopping centers.
- Provided weekly sales reports to update national director in Kansas City.
- Extensive travel to call on prospective customers.
- Updated computer data for current market analysis trends.

TEXAS BOARD OF ARCHITECTS

Investigator/Development Coordinator

*Austin, Texas
1984-1985*

Intern Development Coordinator for licensing for state and national registration for Architects for the State of Texas.

- Traveled extensively to speak at universities regarding Texas Rules and Regulations.
- Investigator for consumer and Architect complaints, interpreting Texas Rules and Regulations and State Statutes.
- Appointed by the Texas Board of Architects.

NEW MEXICO BOARD OF ARCHITECTS

Board Administrator

*Austin, Texas
1984-1985*

Responsible for day to day operations of the State licensing board for Architects.

- Complied and administered annual state budget.
- Testified at NM State Legislative committee hearings.
- Coordinated quarterly meetings with five State appointed board members.
- Coordinated nationwide Architect interviews for licensing in New Mexico.
- Administered annual National Architect licensing examinations for the State.
- Administrative Board Member of the National Council of Architect Registration Board (NCARB).
- Responsible for hiring and reviews of board personnel.
- Conducted interviews and established credentials for all Architects seeking NM licensure.
- Interpreted the NM Rules and Regulation and State Statutes.
- Extensive travel to state, regional and national meetings.
- Appointed by Governor Anaya.

EDUCATION

- Santa Fe High School (1971)
- Ft. Lewis College, Durango, Colorado
- College of Santa Fe, Santa Fe, NM – Real Estate Broker (1979)
- Santa Fe Community College, Santa Fe, NM
- University of Oklahoma – Economic Development Institute (EDI) 2001

PROFESSIONAL ASSOCIATIONS AND CERTIFICATIONS

- New Mexico Real Estate Broker -1979 to present
- International Economic Development Council (IEDC) -Certified Economic Developer (CEcD) -2002
- Master Consultant, International Business Retention and Expansion (BRE&I) 1998
- Former Board Member for Santa Fe County Taxation and Evaluation Board
- Former Board Member for Santa Fe Community College Real Estate Advisory Board
- Former Instructor for Santa Fe Community College – Practices and Principles
- Former Real Estate Appraiser – Santa Fe Appraisal Group

REFERENCES

- Pat Lyons NM Public Regulatory Commissioner & Former State Land Commissioner 505-827-4531
- Hanson Scott Retired USAF & BRAC Committee Member & NMEDD 505-980-2508 cell
- Noreen Scott Rio Rancho Economic Development, Director & CEcD 505-891-4305 office
- Pat Vanderpool Tucumcari Economic Development, Director & CEcD 505-815-9552 cell
- Artie Hart-Corelis Eastern NM Economic Development Alliance, Director 806-778-9212 cell
- Val Alonzo Business Development Services, Director, SF CC 505-231-3550 office
- Charlie Marquez Consulting & Government Affairs, Broad Spectrum 505-263-2032 cell
- Don Tripp New Mexico House of Representatives, District 49 800-256-1569 NM State Capitol

AMR COMBS



ATL Denver • Centennial
BDL Hartford/Springfield • Bradley
BHM Birmingham
DEN Denver • Stapleton
FLL Ft. Lauderdale
GRR Grand Rapids • Kent County
IND Indianapolis
MEM Memphis
PSP Palm Springs

Centennial Airport • 7505 South Peoria Street Englewood, CO 80112 303/790-2575 • 303/790-0313 FAX

June 12, 1990

To Whom It May Concern:

Re: Rosemary Thompson

It is with great regret that we are losing Rosemary as an employee. She has chosen to seek a career in the field more befitting her ability and interest of management and sales.

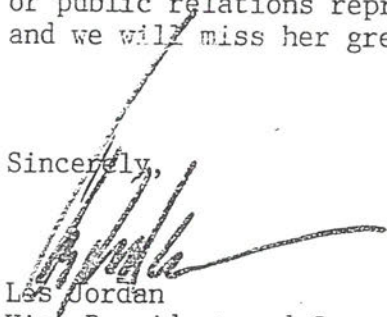
During Rosemary's time with us she excelled at dealing with our corporate customers. We called on her, because of her ability and maturity and excellent people skills, to call on corporate accounts. For doing so, she dealt with corporate executives and pilots with consummate skill and poise.

We have had many customers comment about her warm and gracious manner. She dealt with companies such as, Martin Marietta, T.C.I., Mobil Oil, RJR Nabisco, United Artist, et al.

As well as calling on corporate accounts to solicit and solidify business, she managed our real estate holdings and handled customer and employee relations. Again, she did so with admirable skill and success.

I can think of no one I would rather have represent my company as a sales or public relations representative. Her people skills are extraordinary; and we will miss her greatly.

Sincerely,


Les Jordan
Vice President and General Manager

COMBS GATES



To: Les Jordan
From: Larry Robertson
Subject: ROSEMARY THOMPSON

April 5, 1989

As you well know, once an outside salesman sets foot on the customer's turf, we become the focal point for any emotional extreme (good or bad).

Last Thursday, March 30, I was in Fort Worth, Texas visiting Richardson Aviation where I was simply bombarded with compliments about Combs Gates Arapahoe and specifically, Rosemary Thompson.

Ed Benyon, a senior captain with Richardson Aviation said he almost fainted when Rosemary called him last week and offered to arrange for him to ferry a rental car from Stapleton to Arapahoe, thus saving him cab fare when he returns to Denver to pick up his Falcon 50 next week. She also handled his hotel reservation.

Ed also stated that Rosemary's ability to think for herself and take required action is unmatched in the FBO industry. He further added it is little wonder why corporate aviation continues to recognize Combs Gates as its leader in service.

This type of effort demonstrates the level of service to which we should all aspire.

Larry Robertson

LR:bjb

cc: Personnel File
Rosemary Thompson

Jyl DeHaven
Los Alamos, NM

PROFILE Vice President, Northern New Mexico for Colliers International Commercial Real Estate, Commercial Real Estate broker and the Qualifying Broker of the commercial division at EXIT Advantage NM real estate company in Los Alamos, New Mexico. Extensive public-private-non profit-academic partnership experience in real estate development., urban planning, and workforce development. 30 plus years of experience in commercial real estate in both Texas and New Mexico and 20 plus years in the business of sustainability. Previous Associate Professor at the University of Texas at Arlington in their School of Urban Planning, teaching classes in their Master's program in Sustainability. Current focus is on the northern New Mexico market - specifically the Los Alamos area. Active community leader. Serving on the Board of the Santa Fe Airport and volunteer of the largest annual holiday toy drive in New Mexico. Previous co-founder of Green Collar Vets, a non profit job training in sustainable jobs for veterans of combat and Founder of EARTH Wild - a non profit organization focused on all things related to climate solutions.

EDUCATION 2022-Present LICENSED QUALIFYING BROKER, NM

CAMBRIDGE UNIVERSITY

2021 - Certificate of Circular Economics/MBA program

TEXAS WOMAN'S UNIVERSITY

1999 – *Master of Science Degree*

UNIVERSITY OF TEXAS AT ARLINGTON

1976 – *Bachelor of Fine Arts*

CCIM (Certified Investment Member)

1986 – *Completion of all classroom requirements*

1984-2010 LICENSED REAL ESTATE BROKER, TX

2013 LEAN FUNDAMENTALS CERTIFICATION

2017-2022 LICENSED ASSOCIATE REALTOR, NM

EXPERIENCE VICE PRESIDENT, NORTHERN NEW MEXICO, COLLIERS INTERNATIONAL
January 2024-Present
Developing regional focuses on developing - both commercial and residential, including transportation, working closely with Los Alamos National Laboratory to bring private and public sector into the planing and development efforts.

QUALIFYING BROKER, COMMERCIAL DIVISION, EXIT ADVANTAGE
2022-2023

Specializing in development and all facets of CRE in Northern New Mexico.
Expert in sustainable/high performance/water conservation for designing 'green' communities.
Developing processes that find solutions around affordable housing and using real estate as an investment currency.

ASSOCIATE BROKER, EXIT ADVANTAGE NM. 2019-2022

Specializing in all commercial real estate actives in the northern New Mexico market. Focusing on the building of community, especially in the Los Alamos region, developing EXIT's commercial specialties.

FOUNDED, EARTH Wild 2019-present

A non-profit organization focused on all things climate change related. EARTH is an acronym for Energy, Agriculture, Resources, Technology, and Health.

ASSOCIATE BROKER, Retail Solutions/Resolut 2018-2019

A full service commercial real estate firm headquartered in Austin TX, with a regional office in Albuquerque, NM. The focus is retail, but is a full spectrum commercial real estate firm

Accomplishments

Specializing in all commercial aspects of community building - specifically in the Northern New Mexico region. Los Alamos has been the primary focus and through collaborations of public, private, non profit, and academic leadership, noticeable steps towards revitalization are finally happening.

ASSOCIATE BROKER, Keller Williams Tai Bixby Associates 2017-present

A full service commercial real estate firm located in Santa Fe, New Mexico. It is focused on building/growing an interdisciplinary real estate team that can offer the client a 'trees to keys' experience.

Accomplishments

A commercial specialist, buyer specialist, and part of the team offering full service expertise for the Northern New Mexico market. Assisted in developing marketing, branding, and strategic thinking to identify economic opportunities and revenue streams. Built a strong network of regional, statewide, and national investors and tenants. Leverage 30+ years of collaborative partnerships in commercial real estate. Established vision options for underserved markets. Work with local communities – specifically Los Alamos – to develop and define the 'story' on what makes the market strong and the community unique. Identify urban planning opportunities to drive community development and redevelopment.

Current member of CARNM, NM Board of Realtors, and on the Board of Envision your Future

MANAGING PARTNER, MARKETING
WESTERN HORIZONS

2014-2015

A small startup company that looked at opportunities in the economic development market in Santa Fe New Mexico. Although the company was gaining traction, the management team chose to go another direction.

Accomplishments

Created the Gen Y Summit for analyzing ways to 'grown Santa Fe young'. Identifying Hub based development opportunities in the Northern New Mexico area – including a Veteran's Resource Hub (Next Mission New Mexico NM2).

Current member of ULI New Mexico, CREW New Mexico, Lambda Alpha – Zia Chapter, Hispanic Chamber of Santa Fe

CHIEF EXECUTIVE OFFICER
EARTH NT

2010-2014

Collaborative public, private, non profit partnership to establish a sustainable business/innovation hub for start up-entrepreneurial companies to commercialize their products/services. The physical campus is designed to showcase high performance building standards and infrastructure improvements for urban redevelopment that drives the economic value of sustainable, technologies and

waste mitigation. Identification and development of metrics around strategic planning, societal change, business development, curriculum design, community outreach, high efficiency best practices, marketing, and financial modeling are the primary focuses.

Accomplishments

Developed the vision for the project, assembled the core team as well as Board of Advisors, designed the initial plan for the project and established the public-private-non profit-academic partnerships who will be participating in the initial campus hub. Take what is known in transit oriented developments (TOD) and create the roadmap for next generation thinking on high performance. Identify partners that will become the Live, Learn, and Earn concept of development. Establish a mentoring platform to identify and leverage skillset of each of the team. Find the individual passions of individuals and assist in the development of their highest and best. Build momentum and passion for the “do good, make money” motto that makes this project unique. Oversee the daily operations and assist in the identifying of additional partners and investors to bring the initial capital raise for what will ultimately be an \$80,000,000 project.

SENIOR ADVISOR

TARRANT COUNTY COLLEGE DISTRICT

2013-2014

Senior advisor on call to the Vice Chancellor of Facilities to assist in the development of sustainability and transformational change throughout the 5 campuses within the District. Identify and development metrics for additional revenue opportunities through performance improvements and waste reduction of the buildings.

Accomplishments

Develop a roadmap to incorporate design standards and technology improvements to add efficiency throughout the District. Design and facilitate the tools to build the link between building and educational outcomes. Get individuals to the light bulb moment of understanding connectivity between the built environment and education. Oversee the teamwork on communication and education tools for enlightening faculty, staff, and students on sustainability and how to participate in waste reduction. Develop education models that connect people with efforts towards high performance. Advise staff and campus Presidents on communication tools to improve productivity and reduce silos.

ADJUNCT PROFESSOR/ASSOCIATE CLINICAL PROFESSOR

UNIVERSITY OF TEXAS AT ARLINGTON

2010-2013

Under the School of Urban and Public Affairs, and working directly for the Dean of the School, graduate level classes focusing on sustainability were designed and taught.

Accomplishments

Developed curriculum for a required graduate class called Green Cities and Transportation. In addition to teaching that class, another class on the Introduction to Sustainability is part of a Master’s program in Sustainability offered under the School of Urban and Public Affairs. Both of these classes were designed so students would work in small groups and be exposed to a semester of “real world” projects and speakers. The focus was on how to teach students critical thinking, over and above knowledge on the topic. The students score these classes in the top 10% on mastery of information and beneficial information every semester to date.

CO-FOUNDER AND BOARD PRESIDENT

GREEN COLLAR VETS NON PROFIT ORGANIZATION

2007-

present

This non profit organization acts as a facilitator for Veterans – specifically Iraq and Afghanistan warriors, to transition from their military careers into “green” industry careers. The identification of education opportunities, as well as certification needs, and resume repurposing is all handled on a web based portal. Companies and job positions are part of the job board and the ability of the Veteran to identify skillsets and strengths/weaknesses is online. In addition, Veteran housing – specifically for wounded warriors – is available through the partnership with GroHome.

Accomplishments

The development of the vision, the establishment of the business model, and the telling of the story have fallen under the responsibilities of the Board President. In addition, identification of additional board members, establishment of an advisory board, linking with like thinking organizations, and fund raising continue. Work with individual Veterans in a mentoring capacity to help unlock skill and talent, while helping them find their passions.

CO-FOUNDER AND CSO
PRISM 3 SOLUTIONS, LLC

2008-2010

One of 3 founding Principals, this partnership was created to develop and oversee a 1000 acre mixed use sustainable real estate development project that was centered on “green” companies, wellness, and education

Accomplishments

Developed business plan, identified land, designed initial development plan with phasing, established partnerships to determine the public/private investment opportunities, Identify “best practices” in similar real estate projects around the world and leveraged the knowledge economy to push to next generation thinking on what does a master planned project look like when transportation is added – a TOD. Established mentoring opportunities with fellow Principals (one a retired Marine Colonel). Leveraged network for funding of this \$200,000,000 project.

CO-FOUNDER AND CEO
GREEN URBAN DEVELOPMENT

2006-2008

One of 2 founding Principals, this partnership focused on project management and acted as the general partner for a “green” 5 acre urban revitalization project on the east side of Fort Worth. This was a \$40,000,000 mixed use project of both repurposing of existing structures, as well as new construction.

Accomplishments

Created the vision for the project, put the land/buildings together for acquisition, identified and oversaw the design team and efforts, was the resident expert on sustainability. Worked with the city and neighborhood officials to achieve zoning changes and designations of an Urban Village, which leveraged investment opportunities of public funds. Designed and developed marketing strategy and representing project to end users and the community, including the education of the business case for sustainability. Management and daily operations of the company.

FOUNDER AND PRESIDENT
ARBITER, INC. dba OIL AND GAS LTD.

1985-2010

Texas S Corp that focuses on real estate acquisition and oil and gas Investments.

Accomplishments

All decisions and daily operations of this family owned small business.

Jyl DeHaven

EDUCATION

CAMBRIDGE UNIVERSITY
2021 - Certificate of Circular Economics/MBA program

TEXAS WOMAN'S UNIVERSITY
1999 – *Master of Science Degree*

UNIVERSITY OF TEXAS AT ARLINGTON
1976 – *Bachelor of Fine Arts*

CCIM (Certified Investment Member)
1986 – *Completion of all classroom requirements*

LICENSED REAL ESTATE BROKER - Texas
1984-2002

LICENSED REAL ESTATE BROKER - NEW MEXICO
2017 - *Present*

LEAN FUNDAMENTALS CERTIFICATION
2013

SKILLS

Systems development
Reverse Engineering skillset
Developer
Integrative Design
Urban Revitalization and Design
Educator
Marketing and Sales Development
Project Management
Mentor/Leader
Visionary/Team Building

AWARDS

Outstanding Young Leader
Outstanding Leader in Green
Founding Member and Past President Commercial Real Estate Women
Advisory Board of Council District 2 City of Fort Worth (appointment)
Co-Chair of City of Fort Worth Sustainable Task Force (appointment)
Founding Member of Green Collar Vets
Member of Urban Forestry Board, City of Fort Worth (appointment)
Founding Member and Past President of Fort Worth Professional
Women's Organization
Founding Member of Urban Land Institute – North Texas Chapter

HIGHLIGHTS

Board Member of USGBC, North Texas Chapter
Board Member of Vision North Texas
Board Member Greater Fort Worth Real Estate Council
Board Member of Texas Women's Alliance

Member of Master Planning Committee for Urban Village Revitalization
Advisor to Habitat for Humanity – local chapter
Member of City Council District 2 Affordable Housing Coalition

CURRENT BOARD MEMBER

Mayor appointed Board member of Santa Fe Regional Airport
Health Council, County of Los Alamos, Vice Chair
Environmental and Sustainability Council, County of Los Alamos

REFERENCES

References available upon request

Lutz Arnhold

Email

Cellular: -

Santa Fe, 87507, New Mexico

SUMMARY

A very passionate, dynamic and hands on leader with a high sense of orientation to small details. Very oriented to develop effective teamwork to transmit our company culture. Working closely with Associates, managers and owners to improve financial and operational results.

EXPERIENCE

Managing Director at Rosewood Inn of the Anasazi
Present

November 2018 to

The most iconic Hotel located just minutes from the historic Santa Fe Plaza with 58 rooms, bar and Anasazi restaurant. Revenues over \$ 11 million US \$ per year. Recognitions: Santa Fe #2 Hotel U.S. News & World Report, New Mexico #2 Hotel U.S. News & World Report, Forbes Travel Guide 4 Star Hotel 2019.

- Successfully transitioned to new ownership in April 2019
- GOP increase by 12.5% YOY 2018 to 2019
- ADR increase by 4% YOY 2018 to 2019
- Trust You score increase from 92 to 94 YOY 2018 to 2019
- Comp set No. 1 in RevPAR 2019
- Best Hotel in Santa Fe by T+L in 2022

Resort Manager at Rosewood Mayakoba
October 2018

December 2016 to

The most exclusive Resort located in an area of 1,600 acres (Mayakoba Complex) south of Cancun and north of Playa del Carmen (130 suites with medium size pool, 3 main pools, 10 Rosewood branded residences, 3 fine dining restaurants, tequila bar, lobby and beach bar and the best Spa in Mexico), revenues over \$49 million US \$ per year. Recognitions: Best Hotel In Mexico on TripAdvisor 2018, Forbes Travel Guide 5 Star Hotel 2018, Forbes Travel Guide 5 Star Spa 2018, AAA Five Diamond Award 2018; Conde Nast Traveler Gold List 2018, US News and World Report No. 1 Hotel in Mexico 2018, Travel + Leisure Best of the Best: Best Hotel in Mexico 2017.

- Increasing the LQA scores during this year from 90.2 to 93.0, which is the highest LQA score within the company during 2018.
- Maintaining No. 1 hotel in Mexico on TripAdvisor for the past 3 years
- Maintaining No. 1 hotel within the company in guest feedback (Trust You)
- Implementing Host program that helped us to improve guest satisfaction
- Increasing repeat guest rate from 12% in 2014 to 20% in 2018
- Increasing AES score from 85 to 90 in 2017
- Prepared budget for 2017 and 18
- Leading the of the Rosewood Mayakoba app implementation within the company
- Consolidating succession planning for F&B Assistants to become F&B Directors in other Rosewood properties
- Implementing incentive program for hosts who book repetitive guests
- Attended Virtuoso travel week at Las Vegas during August 2018

F&B Director at Rosewood Mayakoba**2010 to November 2016**

- Implementing a POP up program in the Resort
- Creating and implementing an incentive program for outside guests in our restaurants from 2000 guests in 2012 to 14.000 guests in 2017
- Implementation of new restaurant concept for our Agave Azul sushi restaurant
- Implementation of our new Ceiba garden concept
- Implementation of new Open Table reservation program
- Mentoring F&B management trainees within the resort
- Increase of F&B revenues from 4.4 Mill US \$ in 2010 to 11.2 Mill US \$ in 2016
- Maintaining the turnover ratio accumulated during the last five years in 9.4%

F&B Manager at Rosewood Al Faisaliah**February 2009 to August 2010**

Al Faisaliah Hotel is the leading hotel in Riyadh, Saudi Arabia with 224 rooms, 7 restaurants with the large event facility.

- Department head since May 2009
- Executive Committee member since May 2009
- Leading the restaurant teams and banquet team in all aspects of F&B operation
- Monitoring trends in the industry fields
- Budgeting and forecasting for all restaurants and banquets

Assistant F&B Manager at Rosewood Al Faisaliah**August 2007 to January 2009**

- Implementing and execution of annual training plans for entire department
- Implementing the first International Food Festival in Saudi Arabia
- Planning and executing monthly restaurant promotions

Globe Manager at Rosewood Al Faisaliah**July 2005 to July 2007**

Al Faisaliah Hotel, A Rosewood Hotel defines modern elegance. Located in the prestigious Olaya district, the stunning hotel has elevated the art of hospitality to new heights in Saudi Arabia with award-winning restaurants and dedicated 24-hour butler service. Rooms and suites beautifully combine both classic and contemporary elegance with details of local arabesque architecture, while extending the warmest of Arabian welcomes. The Globe restaurant is the most exclusive restaurant in Saudi Arabia sitting on top of the Al Faisaliah tower. F&B revenue is 3 Mill. US \$ per year. In charge for 2 restaurants, shopping outlet and cigar lounge.

- Training of restaurant team to achieve highest service standards
- Thriving the first cigar lounge in Saudi Arabia to increase revenues by 60% within 2 years

Restaurant Manager at Landhaus Hoepkens Ruh**April 1998 to April 2005**

The restaurant could seat 30 guests for a la carte service and 70 guests for events. In 2004 it was awarded best restaurant in Bremen, Germany in the category Luxury Restaurants.

Sommelier at Residence Heinz Winkler**January 1996 to January 1998**

Residenz Heinz Winkler is a 3 Star Michelin restaurant and % start Diamond award.

- Responsible for the wine cellar whit 1,000 different wines.

Other work experiences:

- Southampton Princess Bermuda 1993 to 1995
- Hilton Hotel Berlin 1990 to 1993

Pre-Opening and Opening experiences:

- Rosewood Jumby Bay Antigua 2009
- Hilton Hotel Berlin 1989

Qualifications:

- Executive Advancement Program from RHR
- Executive Leadership program E-Cornell
- 7 Habits of highly effective people by Franklin Cobbey
- Hotel Real Estate Investments and Asset Management at E-Cornell
- Real Estate Property Management at E-Cornell

Community Support:

- President of the Santa Fe Lodgers Association
- Member of the Occupancy Tax Advisory Board Santa Fe
- Creator of LevelUp! – a work base learning program for local high school students
- Member of the advisory committee to Secretary of Education Kurt Steinhaus
- Board member of the Education Center Kiin Beh in Mexico

Education:

- Extended Secondary School
- Diploma in Management of Small Companies
- Management Course Bermuda College

Languages:

- German
- English
- Spanish

