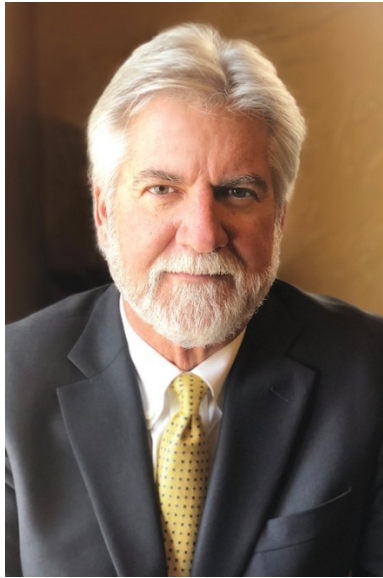


PROFESSIONAL PROFILE:



DAVID F. ETZOLD

The Cortez Building
310 North Mesa, Suite 824
El Paso, Texas 79901
(915) 845-6006
(915) 345-7076 cell
Email: etzoldco@att.net
Website: www.EtzoldCo.com



SELF STORAGE SALES NETWORK



EDUCATION, TRAINING & AWARDS

B.A., English Literature, 1976; The University of the South, Sewanee, Tennessee.

Graduate Studies in Real Estate (nine semester hours), College of Business, University of Texas at El Paso.

Graduate, Land Title School of Texas; Texas Land Title Association and the University of Texas at San Antonio.

Graduate, New Mexico Land Title School; New Mexico Land Title Association and the University of New Mexico.

CCIM Course CI 101, “Financial Analysis for Commercial Investment Real Estate”; Commercial Investment Real Estate Institute, December 1998.

SmartCode Workshop, PlaceMakers (sixteen hours APA CE credit) Nov 29, 2011 El Paso, TX

Texas Real Estate Broker; TREC Licensed #0308096 since November 1981.

Texas Real Estate Property Tax Consultant; TDLR License #547, March 1992.

1992 Lone Star Trophy Award now called the “*William Jennings Lone Star Trophy*”, from the Texas Association of Realtors for the "***Outstanding Commercial Transaction of the Year***" - a multi-property, multi-owner industrial income sale on ground-leased land within the Butterfield Trail Industrial Park and Foreign Trade Zone, El Paso, Texas. First El Paso Broker to receive this statewide recognition.

BUSINESS EXPERIENCE

July 2001 to Present

ETZOLD & CO

Industrial & Commercial Real Estate Brokerage & Consulting Services

www.EtzoldCo.com

Argus Self Storage Brokerage Network - New Mexico & West Texas Region

www.ArgusSelfStorage.com

The Cortez Building, Suite 824

310 North Mesa Street

El Paso, TX 79901

July 2001 to Present

DEVCON ASSOCIATES

Professional Land Use and Real Estate Development Consultancy

Title: Principal

July 2003 to 2007

UNISON SITE MANAGMENT

Specialists in Cellular Site Lease Acquisition

Title: Site Development Officer

Reference: George Pedraza, Managing Director (210) 388-0288

June 2002 to 2008

JAMES A. KELLER REALTORS, INC.

Brokers, Developers and Property Managers of Commercial Real Estate for Fifty Years

Title: Broker Associate, Property Manager

Reference: Jim Keller, SIOR (915) 227-6445

August 1999 to July 2001

SOUTHWEST COMMERCIAL REAL ESTATE GROUP

Industrial & Commercial Real Estate Brokerage

Title: Broker, Founding Partner

Reference: Alton Setliff (915) 433-7353

October 1992 to August 1999

BEST REAL ESTATE, INC./BEST REAL ESTATE ADVISORS

Industrial & Commercial Real Estate Brokerage & Consulting Services

Title: Broker Associate/Principal Consultant

Reference: Laura Pople, President (915) 533-4901

April 1990 - September 1992

ROGERS & BELDING, INC.

Commercial Real Estate Brokerage

Title: Broker Associate/Consultant

Reference: James Rogers, Jr. (915) 204-5286

November 1984 - April 1989

KASCO VENTURES, INC.

Industrial Real Estate Development, Construction & Project Management

Title: Special Projects Manager

Director of Real Estate and Marketing

Reference: Veronica Callaghan, Vice-President (915) 544-2060 #103

January 1983 - November 1984

CONQUISTADOR CONSTRUCTION COMPANY, INC.

Residential Development and Construction

Title: Executive Vice-President

March 1981 - October 1987

LA JOLLA PROPERTIES

Distressed Real Estate Investment

Title: Principal, Investment Manager

January 1977 - March 1982

LAWYERS TITLE OF EL PASO

Title: Title Examiner

Escrow Officer

PROFESSIONAL REFERENCES

Banking/Financial Reference

Mr. Kenley Lawton III
Wells Fargo Advisors
201 East Main, Suite 100
El Paso, TX 79901
(915) 533-3437
kenley.lawton@wfadvisors.com

Real Estate Development, Brokerage & Leasing Services

Dr Frank Feuille V.
Redd Office Properties
6901 Helen of Troy, Building A
El Paso, TX 79911
(915) 845-7979
cincofeuille@sbcglobal.net

Land Use Consulting-Brokerage & Leasing Services

Mr. John Cooper
Cooper Companies
15881 North 80th Street, Suite 100
Scottsdale, AZ 85260
(480) 483-1999
john@coopercompanies.net

Brokerage, Leasing and Real Estate Consulting

Mr. Gilbert Malooly, Sr.
GEM Real Estate
3737 Gateway Boulevard West
El Paso, TX 79903
(915) 204-9546
(no email)

AREAS OF PROFESSIONAL FOCUS

BROKERAGE AND ASSET MANAGEMENT SERVICES

1. ***Full service commercial brokerage services:*** Exclusive representation of sellers, purchasers, tenants and landlords alike. Over thirty-five years of active commercial real estate practice are brought to bear on a wide range of assignments with equal skill and focus: income and investment property sales and acquisitions, a wide variety of land transactions (from pad sites and facilities for users to large, developable acreage, mixed use properties and rural farms), distressed property disposition and acquisition, asset value enhancement through strategic management and entitlement assessments.
2. ***Professional Peer Recognition:*** Recipient of the “*Lone Star Trophy*” from the Texas Association of Realtors for the **Top Commercial Transaction in the State of Texas**. This 1992 award, the first ever awarded to an El Paso commercial real estate broker, recognized the execution and successful completion of a complex sale of two large portfolios of investment-grade industrial income properties on city-owned, ground-leased land in the Butterfield Trail Industrial Park at the El Paso International Airport. Personally managed the Listing Team which included several agents and outside consultants. The award is now known as the “*William Jennings Lone Star Trophy*” by TAR.
3. ***Master Planned Mixed-Use Community Project Management*** from 1983-1989 worked for a major developer (KASCO Ventures) of the 3,000-acre master-planned *Rancho Las Lomas* development in Northwest El Paso. Project Manager of a 4-person in-house team and a 7-person external team; created and implemented disposition strategy and financial modeling; supervised the feasibility study, master planning, zoning and subdivision platting for the initial phases of the project; liaison with local brokerage community; peripheral site acquisition and “blocking-up”; coordinated with State and Federal Highway departments for the creation of a new interchange on Interstate 10 (at Arcraft Road); creation of roadway and utility right of way grid throughout project area in Master Plan process; public and private interface with two school districts for elementary and high school sites within and near the project; assisted with establishment of El Paso’s first privately chartered Foreign Trade Zone (#150) on the industrial portion of the project; created and implemented CCR’s and deed restrictions for the initial phases of the project.

4. ***Exclusive Representation (Buyer Rep):***

1998 - 2001 El Paso Water Utilities / Public Service Board (PSB) retained us for brokerage and advisory services related to the purchase of large tracts of farm land with agricultural water rights in El Paso County, Texas - the so-called *Upper Valley*. This assignment was undertaken under rights accruing to the City in the Rio Grande Compact Treaty. Agricultural water rights were transferred to *municipal water rights* after purchase of the land by the City, which are then useable by the water utility for domestic water service after treatment. Over 1,100 acres of land were acquired in the El Paso Upper Valley during this assignment.

2016 - Present Harmony Public Schools (Harmony Education Foundation) retained in late 2015 early 2016 to create a professional site acquisition and development process for Texas' largest public charter school organization, based in Houston. Whether raw land purchased for new school development, or acquisition by purchase or lease of existing facilities to be remodeled for school uses, all manner of commercial real estate brokerage and leasing skills as well as entitlement consulting services have been brought to bear on well over a dozen assignments across Texas and New Mexico to date representing over twenty million dollars in transaction value. Appointed in the Fall of 2019 to be responsible for all real estate acquisitions within the State of Texas.

CONSULTING SERVICES

1. ***Qualified Expert Witness:*** State and District Courts in the State of Texas: market value, land use, brokerage activities and services, market analysis, right of way condemnation and other elements of eminent domain cases. Experience in valuation testimony in Federal Bankruptcy Courts in both Texas (El Paso) and Illinois (Chicago). Frequently represent property owners as a defense team member in condemnation cases and also represent clients in Ad Valorem Tax Valuation Protests.
2. ***Market Analysis:*** Project Evaluation, Feasibility Studies, Planning and Development of master planned projects and communities, and Due Diligence Investigations. Consultant to several mortgage investment firms on "REO" properties, especially on market valuations and disposition strategies for specific properties. Market Value Analyses (MVA's) and Broker's Price Opinions (BPO's) performed regularly for: *Bayview Loan Servicing LLC (Boca Raton, FL)*, *Staubach Co. (Dallas, TX)*, *MortgageRamp (Horsham, PA)*; *National Property Acquisition Consultants (West Palm Beach, FL)*; *FirstCity Servicing Corporation (Waco, TX)* and *Wells Fargo Bank-El Paso*.
3. ***Professional Land Use Consulting:*** Preparation, representation and processing of hundreds of zoning, special permit, subdivision and land use cases since 1988. Tasks include researching, preparing, and representing the cases through the City of El Paso entitlement process. Past-Chairman of the El Paso City Plan Commission for five years (1983-1987), which included the task of oversight, supervision, and creation of the *2010 Long Range Comprehensive Plan*. ***SmartCode Workshop (PlaceMakers-El Paso 2011)*** certified sixteen hours CE credits contribute to overall depth of consultancy.
4. ***Cellular Site Acquisition:*** Acquisition specialist for GTE Mobilnet (later Verizon Wireless), secured dozens of sites in the El Paso County area from 1997 – 2001. Instrumental in assisting in the creation of a new set of zoning guidelines for cellular sites adopted and implemented by the City of El Paso in the late 1990's. Retained as consultant from 2003 to 2007 for *Unison Site Management*, a Wall Street-based financial company specializing in purchasing cellular site leases from property owners.
5. ***Title Examination and Research:*** A useful skill set in due diligence investigations of any kind, right of way and easement acquisition, commercial and industrial site selection processes, master plan processing and development, land use consulting and property valuation assignments. Title training received during six years in the land title insurance business in El Paso and Southern New Mexico, and through two Land Title Schools noted above.

LECTURES, SPEECHES AND PRESENTATIONS

- August 2019** **Speaker:** "Access, you want access?" Case Study presentation at Greater El Paso Association of Realtors, Realtors Commercial Association.
- June - July 2014** **Speaker:** "ASARCO – Redevelopment Opportunities" Slideshow presentation and Q & A at local civic clubs (Rotary, Kiwanis, Lions) regarding exclusive listing on the 460-acre Co-Listing with Transwestern in Central El Paso.
- January 19, 2006** **Lecture:** "Site Selection...More than Location, Location, Location!"; *Fact or Fiction: Entrepreneurial Basics 101 Conference*, El Paso Empowerment Zone, Camino Real Hotel, El Paso.
- Regular Lecturer** **Lecture:** "Site Selection...More than Location, Location, Location!"; "***Franchising, the Big Picture***" a bi-annual seminar by *The Franchise Center*, University of Texas at El Paso, College of Business.
- January 4, 2001** **Keynote Speaker:** "The Greater El Paso Housing Development Corporation: Who, What and Where?"; Rotary Club of El Paso Luncheon.
- October 12, 2000** **Speaker/Panel Participant:** "The El Paso Office Market, Overview and Forecast"; CCIM-IREM Annual Real Estate Dinner, Camino Real Paso Del Norte Hotel.
- August 1999** **Speaker:** "Housing Redevelopment Opportunities in Central El Paso"; Central Business Association Luncheon, Camino Real Paso Del Norte Hotel.
- February 1997** **Speaker:** "Dynamics of the El Paso Real Estate Market"; Sunrise Rotary Club of El Paso, Cliff Inn.
- June 1993** **Speaker:** "Housing and Population Trend Analysis in El Paso County"; CCIM - El Paso Chapter, Monthly Luncheon Meeting, El Paso Club.
- January 1992** **Speaker:** "El Paso Infrastructure and Investment: Building For Our Future" Leadership El Paso Class 14 Workshop, El Paso, Texas.
- March 28, 1991** **Presentation:** "Overview of El Paso Real Estate Markets: A Global Perspective"; Greater El Paso Association of Realtors, Commercial Investment Division; El Paso, Texas.
- March 26, 1991** **Speaker:** "Why El Paso? Global and Regional Trends Affecting the Pass of the North"; Leadership El Paso Alumni Association Luncheon.
- June 23, 1989** **Speaker:** "The Paso del Norte Trade Area: An Historical Perspective for the Future"; Grubb & Ellis Maquiladora Marketing Group Seminar and Area Tour, Santa Teresa, New Mexico.

