

DATE: January 13, 2021

TO: City Clerk

FROM: City Representative Isabel Salcido

ADDRESS: 300 N. Campbell TELEPHONE 915-212-0005

Please place the following item on the (Check one): CONSENT XX REGULAR _____

Agenda for the Council Meeting of January 18, 2021

Item should read as follows: Appointment of Karen Polanco to the Animal Shelter Advisory Committee

BOARD COMMITTEE/COMMISSION APPOINTMENT/REAPPOINTMENT FORM

NAME OF BOARD/COMMITTEE/COMMISSION: Animal Shelter Advisory Committee

NOMINATED BY: Isabel Salcido DISTRICT: 5

NAME OF APPOINTEE Karen Polanco
(Please verify correct spelling of name)

E-MAIL ADDRESS: N/A

BUSINESS ADDRESS: _____

CITY: _____ ST: _____ ZIP: _____ PHONE: _____

HOME ADDRESS: N/A

CITY: N/A ST: TX ZIP: N/A PHONE: N/A

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: N/A

HAS APPOINTEE BEEN A MEMBER OF OTHER CITY BOARDS/COMMISSIONS/COMMITTEES? IF SO, PLEASE PROVIDE NAMES AND DATES: No

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: Yansi Parent

EXPIRATION DATE OF INCUMBENT: 06-26-2023

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

DATE OF APPOINTMENT: January 19, 2021

TERM BEGINS ON : 01-19-2021

EXPIRATION DATE OF NEW APPOINTEE: 06-26-2023

PLEASE CHECK ONE OF THE FOLLOWING: 1st TERM: _____
2nd TERM: _____
UNEXPIRED TERM: X

Karen D. Polanco

Experience

REALTOR® for Home Pros Real Estate Group and HAUS Karen Polanco Real Estate Team
2017-current

- ❖ **Multi Million Dollar Producer**
- ❖ **Associate Broker for Home Pros Real Estate Group New Mexico**
- ❖ **Elected Director for Greater El Paso Association of Realtors' Board of Directors**
- ❖ Texas Realtor Leadership Program Graduate
- ❖ Women's Council of Realtors Secretary 2017, Treasurer 2018, and Director of Membership 2019
- ❖ Sit on Education Committee and TREPAC Committee for GEPAR
- ❖ 2021 Co-Chair for TREPAC

REALTOR® for Keller Williams and HAUS Karen Polanco Real Estate Team

- ❖ **Reached 2.5 Million Dollar Producer in 2015**
- ❖ **Establishing a Team under Keller Williams of 5 agents to date**
- ❖ Member of the Greater El Paso Association of Realtors
- ❖ Market myself through many avenues such as social internet sites, direct mail pieces, phone solicitation, networking events, newspaper and real estate media, and by holding 2-3 open houses per week.
- ❖ WCR Membership Chair 2016
- ❖ Educational Co-Chair for GEPAR

REALTOR® for Century 21 The Edge and Majestic Realtors- 11/12-current

- ❖ **Reached 2.1 Million Dollar Producer in 2012**
- ❖ **Reached Million Dollar Producer within 6 months**
- ❖ Member of the Greater El Paso Association of Realtors
- ❖ Committee board member for the El Paso Builder Association
- ❖ Market myself through many avenues such as social internet sites, direct mail pieces, phone solicitation, networking events, newspaper and real estate media, and by holding 2-3 open houses per week.

General Manager*Homewood Suites by Hilton, El Paso, TX-3/09 -2/10*

- ❖ Operated a 114 room extended stay Hilton Hotel where Sales is the main driver in success
- ❖ Lead the Sales effort, Revenue Management, Operations, F&B, HR, Maintenance, and Housekeeping Departments
- ❖ Oversaw all budget and P&L submissions and maintained strict guidelines to stay within budget
- ❖ Board Member for the El Paso Hotel Motel Association
- ❖ Achieved over 70% extended stay occupancy for both 2009 and 2010; Hilton goal is 50%
- ❖ Achieved 15% revenue growth over 2008
- ❖ Achieved 5% revenue growth over 2009
- ❖ Scored 94% on quality assurance score in 2008, 96% in 2009, and 97% in 2010.
- ❖ Averaged of 55% House profit margin at all times
- ❖ Maintained clear guest survey scores; always above brand goal
- ❖ Attended all Hilton Management classes such as Leadership, Vast I and Vast II

General Manager*Cibola Vista Resort and Spa, Peoria, AZ- 4/08 to 3/09*

- ❖ Operated a 208 room Time Share Resort and Spa. Handled two separate budgets for both time share and rental.
- ❖ Managed all PR and marketing between Princeton Resort Group and Tharaldson Management
- ❖ Worked closely with Interval International and Princeton Resort Group to capture potential time share sales
- ❖ Oversaw staff of 75+ employees
- ❖ Lead the rental sales effort, Revenue Management, Operations, F&B, HR, Maintenance, and Housekeeping Department
- ❖ Oversaw Sales for F&B outlets, Activities, Events, and Spa
- ❖ Managed all Dot com website and vacation rental sites

General Manager*El Paso Residence Inn by Marriott, El Paso, TX-3/05 -4/08*

- ❖ Operated a 96 room extended stay Marriott Hotel
- ❖ Lead the Sales effort, Revenue Management, Operations, F&B, HR, Maintenance, and Housekeeping Departments
- ❖ Oversaw all budget and P&L submissions and maintained strict guidelines to stay within budget
- ❖ Assisted in training efforts for new GMs and Sales Efforts for other franchise properties
- ❖ Board Member for the El Paso Hotel Motel Association
- ❖ Achieved Highest occupancy at 93% YTD in Market and Franchise Company in 2006
- ❖ Achieved Over 70% extended stay occupancy in 2005 and 2006, and 60% in 2007-2008
- ❖ Achieved a 10% year over year growth in REVPAR in 2005 and 2006
- ❖ Maintained a clear quality assurance and GSS scores – always above brand average

Area Sales Manager

Marriott Int. Arizona Sales Office- Scottsdale, AZ- 11/02 to 10/04

- ❖ **Responsible for all group and meeting sales for 15 Arizona Valley Hotels including eight Courtyards, four Residence Inns and one Springhill Suites.**
- ❖ Negotiated and Closed on all business
- ❖ **Managed thirteen Sales Coordinators and one Sales Assistant**
- ❖ Worked with Market Sales, National Group Sales, and Property Sales Managers to generate group business from all corporate, association, government and social accounts
- ❖ Worked with intermediaries such as CVBs, Meeting Planners and Travel Agents
- ❖ Cross Sold and exhausted all options in order to book business into Marriott.
- ❖ Solicited all past groups to obtain future bookings

Education

- ❖ Bachelors of Business Administration, UT Arlington, Arlington, TX, 2000
- ❖ Associates in Travel and Tourism, IATA, Arlington, TX, 1999
Licensed Realtor in Texas and New Mexico