



Board Appointment Form

City Clerk's Office

REVIEWED

By City Clerk's Office at 12:27 pm, May 14, 2024

Appointing Office	Representative Isabel Salcido, District 5
Agenda Placement	Regular
Date of Council Meeting	05/21/24
Name of Board	Open Space Advisory Board
Agenda Posting Language	
Appointment of Tod Grice to the Open Space Advisory Board by Representative Isabel Salcido, District 5.	
Appointment Type	Regular
Member Qualifications	
See Resume	
Nominee Name	Tod Grice
Nominee Email Address	
Nominee Residential Address	
Nominee Primary Phone Number	
Residing District	District 7
City Employed Relatives	N/A
Board Membership	
N/A	
Real estate owned in El Paso County	
N/A	
Previous Appointee	Yvonne Camacho
Reason for Vacancy	Term Expired
Date of Appointment	05/21/24
Term Begins On	07/01/23
Term Expires On	06/30/27
Term	First Term

Tod Grice
El Paso, Texas



Key Competencies

Dynamic sales professional with a demonstrated commitment to results and a drive to create meaningful impact. Proven record of excellence in sales and management roles.

Experience

CARR Real Estate / Commercial Healthcare Real Estate Advisor
September 2021 - PRESENT, Texas & New Mexico

- Champion the interests of healthcare clients in commercial real estate transactions.
- Build and maintain relationships with healthcare professionals, landlords, brokers, bankers, lawyers, and contractors.
- Collaborate with healthcare vendors to share best practices and drive sales.
- Commerical lending, Legal document preparation

Sabbatical / Family Illness
January 2019 to January 2020

- Closed my Houston, Texas staffing business.
- Moved from Houston to El Paso while engaging in various contract positions.
- Attended and managed legal and family matters.

PrideStaff / President and Owner
February 2018 to December 2018, Houston, Texas

(Due to a family emergency in El Paso, I made the decision to sell the business.)

- Acquired an underperforming staffing franchise projected to yield \$80K in revenue and generated \$1.1 millions dollars of revenue in 11 months.
- Earned the 5 Star Award for outstanding Gross Profit growth from the franchise corporate office.
- Elevated customer service resulting in Google reviews from 1 to 4.7 stars.
- Developed business plan, pro forma and financial data for corporate reporting.

Penn Apartment Staffing / VP of Operations & Sales
January 2017 – January 2018, Houston, Texas

- Responsible for rebuilding relationships with client managers.
- Increased revenue by 33% and Gross Profit by 25% in 2017, surpassing the previous year by penetrating into new markets.
- Recognized for achieving the company's highest revenue and gross profit.
- Pioneered entry into new markets, enhancing the company's market presence.

BG STAFFING / Vice President of Operations
August 2009 – January 2016, Houston, TX

- Spearheaded business development and fostered enduring client relationships to sustain revenue.
- Mentored and directed staff to optimum performance and meet utilization corporate goals.
- Advanced steady growth of the business and revenue through innovative marketing efforts and confidently achieving targets.
- Increased branch internal staff from two associates and \$2M in revenue to 12 associates and \$11M, from 2009 to 2016.
- Promoted from Branch Manager in 2009 to Area Manager in 2012, providing business development to Phoenix and Denver locations; progressing to Vice President of Operations overseeing 37 employees and 4 markets.

Military Service

- Army
- Infantry & Automated Logistical Specialist

Education

- Texas Tech University / BA in Communication Studies
Lubbock, Texas
- UTEP / Extended Program Streetwise MBA
El Paso, Texas

Computer Skills

- Computer and tech savvy: ability to effectively work in Microsoft Word, Outlook, Excel.
- CRM Experience: Avionte, Bullhorn and Salesforce.