

DATE: September 22, 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 X REGULAR _____

Agenda for the Council Meeting of September 28, 2021

Item should read as follows: Appointment of Abel Legaspy to the Community Development Steering Committee by Representative Isabel Salcido, District 5.

BOARD COMMITTEE/COMMISSION APPOINTMENT/REAPPOINTMENT FORM

NAME OF BOARD/COMMITTEE/COMMISSION: Community Development Steering Committee

NOMINATED BY: Representative Isabel Salcido DISTRICT: 5

NAME OF APPOINTEE Abel Legaspy
(Please verify correct spelling of name)

E-MAIL ADDRESS: _____

BUSINESS ADDRESS: _____

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

HOME ADDRESS: _____

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

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:

HAS APPOINTEE BEEN A MEMBER OF OTHER CITY BOARDS/COMMISSIONS/COMMITTEES? IF SO, PLEASE PROVIDE NAMES AND DATES: JOINT HOUSING TASK FORCE

LIST ALL REAL ESTATE OWNED BY APPOINTEE IN EL PASO COUNTY (BY ADDRESS):

WHO WAS THE LAST PERSON TO HAVE HELD THIS POSITION BEFORE IT BECAME VACANT?

NAME OF INCUMBENT: Marianne Rosas Ayoub

EXPIRATION DATE OF INCUMBENT: 6/13/2023

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

DATE OF APPOINTMENT:

09/28/2021

TERM BEGINS ON:

06/08/2021

EXPIRATION DATE OF NEW APPOINTEE:

6/13/2023

PLEASE CHECK ONE OF THE FOLLOWING:

1st TERM: X

2nd TERM:

UNEXPIRED TERM:

Abel Legaspy

PROFESSIONAL PROFILE

Over 14 years of experience in business and real estate management. Expertise in areas ranging from business administration, finance, accounting, marketing, property development, construction, rental management, data management, software development, networking, recruiting, training, building and motivating individuals.

Key Accomplishments and Characteristics:

- Entrepreneur who grew several businesses from start-up phase to millions in annual sales through effective business planning, creative sales techniques, and innovative marketing.
- Turned around underperforming multi-family assets and established profitability for investors.
- Leveraged the latest technology strategies to exceed goals, improve revenue, and lower operational costs through different types of industries.
- Recognized by clients and colleagues as a consummate professional with a high degree of personal integrity. Known for a contagious passion for excellence, a talent for resourceful business solutions, and a capacity for motivational leadership.
- Possess outstanding communication and presentation abilities. Effectively market services; skilled in persuasive presentation and profitable negotiation. Relationship building and offering excellent client relations skills.

PROFESSIONAL EXPERIENCE

Legaspy Rentals Inc, El Paso, TX 2006 to 2015

Director

Management of rentals and chain of party halls

- Marketed and managed multi-family properties.
- Handled collection of rents, maintenance requests, resident complaints, leasing, evictions, property maintenance, property management, resident problem identification, management, and solutions.
- Established a rental network throughout the Borderplex region.
- Established a network of relationships through the maintenance, vendor, construction, and property development market.
- Consistently maintained a high-standard performance record via exceptional service, follow-through, and specific attention to detail with client relationships.
- Constructed and managed 3 party halls "Sunshine Party Rooms" offering rental services to events for children birthday parties, baby showers, baptisms, quinceñeras, small weddings, and anniversaries.
- Analyzed complex situations, designed practical solutions, and implemented cost-effective plans
- Developed personnel, motivated staff to exceed goals and improve sales.

Dry A Blow Dry Bar LLC, El Paso, TX 2013 to 2016

Managing Member

A company offering Hair and makeup services to upscale market in the El Paso region.

- Construction and management of 2 locations activities and supervised 15 employees while focusing on providing sales and award-winning customer service of hair and makeup services and products.
- Successfully promoted a new concept in the market area through effective marketing
- Consistently increased sales and maintained profitability and marketability each year.
- Implemented latest software systems to track data and provide excellent client services and retention.
- Established community relationships by providing high end quality services for the El Paso area.
- Successfully orchestrated a licensing deal in Chihuahua, Mexico

Gal Fashion Enterprises, Inc, El Paso, TX 2015 to 2018

Director

An upscale woman's clothing store located in the El Paso region.

- Developed business plan and raised funding for a new concept for a woman's clothing store.
- Developed buying procedures to forecast inventory purchases all while improving vendor relationships to gain better access to credit terms.
- Implemented latest software systems to improve operational costs and data tracking to improve overall client experience.
- Responsible for overseeing financial plan and budget.
- Implemented strategies to reach profitable 1st year with over 1 million in revenue.

InnoStrat LLC, El Paso, TX 2016 to Present

CEO – Management

A real estate management, consulting, technology company located in the El Paso region. Development and implementation of strategies to increase efficiency procedures for the property management industry. Providing accountability and oversight to manage costs, improve resident fulfillment to maximize investor returns, and improve security and systems.

- Accountability and oversight of development, construction and management of multi-family units.
- Organizational structure, financial analysis, and operations for multi-family portfolio.
- Implementation of strategies to increase property occupancy's and decrease operational costs.
- Investor communication and relationships.

innovativeManage, Inc., El Paso, TX 2017 to Present

CEO – Software Development

A software development company located in the El Paso region. Technology development of data processing and data analytics focused on creating systems, software, and developing tools to increase efficiency procedures. Development of emerging communication technology.

- Software development to minimize time consuming property operational tasks.
- Software development portals with real time data.
- Software development for data management information organization and analytics; system management.
- Software development for quality control on operational accountability and oversight.

COMMUNITY INVOLVMENT

Ysleta Mission Lutheran Human Care, El Paso, TX 2018 to 2020

Consultant

A non-profit organization that provides relief and human care services while planting and nurturing missions on the U.S. Mexico border.

- Organizational structure, and property management consulting.
- Strategic operational planning and organization goals.

Center for Latino-Jewish Relations, El Paso, TX 2016 to Present

Consultant

A non-profit / community housing development organization focused on providing affordable housing and educating the Hispanic and Jewish communities about their shared history and lineage.

- Responsible for overseeing the proper care and asset management of over 500 multi-family units.
- Responsible for overseeing budgets, monthly financials, administrative, financial, capital, and operations of the portfolio.

Service Organizations

Past-President, El Paso Sunrise Rotary Club

Past President, FBI Citizens Academy Alumni Association

Board Member, RotaCare Free Medical Clinic

Member, Juvenile Probation Department Esperanza Book Club