

DATE: 7/18/2007

TO: City Clerk

FROM: Mayor John Cook

ADDRESS 10th Floor TELEPHONE 541-4145

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

Agenda for the Council Meeting of July 24, 2007

Item should read as follows: Appointment of Fernando R. Grado to the Revolving Loan Fund Board by Mayor John F. Cook

SPECIAL INSTRUCTIONS: _____

BOARD COMMITTEE/COMMISSION APPOINTMENT/REAPPOINTMENT FORM

NAME OF BOARD/COMMITTEE/COMMISSION: Revolving Loan Fund Board

NOMINATED BY: Mayor John Cook DISTRICT: _____

NAME OF APPOINTEE Fernando R. Grado
(Please verify correct spelling of name)

BUSINESS ADDRESS: 405 Chelsea Street

CITY: El Paso ST: TX ZIP: 79905 PHONE: 915-771-8052

HOME ADDRESS: _____

CITY: El Paso ST: TX ZIP: _____ PHONE: _____

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

NAME OF INCUMBENT: _____

EXPIRATION DATE OF INCUMBENT: _____

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

DATE OF APPOINTMENT: 7/24/2007

EXPIRATION DATE OF NEW APPOINTEE: 7/24/2009

PLEASE CHECK ONE OF THE FOLLOWING: 1st TERM:

2nd TERM:

UNEXPIRED TERM:

FERNANDO R. GRADO

EXECUTIVE PROFILE

General Management/ Strategic Planning & Growth/ Sales & New Business Development
Start-Up Entrepreneurial Venture

Successful Business Strategist experienced in creating vision, identifying opportunities, and delivering strong bottom-line results despite intense industry competition. Outstanding interpersonal and communication skills. Decisive, solution-focused and result-oriented.

- * Over 38 years experience in sales/marketing and executing managerial/supervisory responsibilities.
- * Thoroughly knowledgeable in all aspects of the packaging industry including industrial machinery and paper products.
- * Adept at providing customer service/public relations.
- * Highly skilled in training personnel.
- * Bilingual (English-Spanish).

PROFESSIONAL EXPERIENCE

Vice-President/Owner

01/2005- Present

President/Owner

2001-2004

AMERICAN PACKAGING AND SUPPLY CO., INC.

El Paso, Texas

Successfully established entrepreneurial venture into sound business organization. Planned, directed and oversaw all aspects of business development. Formed strong customer partnerships to increase sales every year from the ground up. Managed organization's day-to-day operations, financial structure and ongoing corporate strategy. Managed sales operations with proven ability to gain customer loyalty. Developed purchasing activities and negotiated reduced prices with vendors.

* American Packaging and Supply Co., Inc. is named the 2005 Regional Minority Supplier/Distributor of the Year by the U.S. Department of Commerce and the Minority Business Development Agency, and was a National nominee.

Sales Representative

1986-2001

PACKAGING MATERIALS CO.

El Paso, Texas

Successfully solicited and serviced new accounts with their packaging needs and with design of specialized interior and exterior packaging machinery and products. Leading producer in taking company from \$293,000 per year to \$5 million per year in sales. Negotiated purchase contracts for direct and indirect stocking materials with wide variety of vendors.

Sales Representative

1984-1986

DIXON PAPER CO.

El Paso, Texas

Responsible for soliciting new accounts and servicing regular clients. Called on a wide variety of businesses requiring packaging products. Provided sales support, conducted sales presentations and product sampling. Served as vocational advisor to the Ysleta Independent School District on printing machinery and paper for consecutive three years.

Regional Industrial Sales Manager
JIM WALTER PAPERS

1969-1984
El Paso, Texas

Started as city sales desk trainee, advanced to sales representative and promoted to regional industrial sales manager. Supervised 8 personnel in developing industrial business products for major printing paper companies. Responsible for purchasing industrial products. Specialized in packaging products and machinery. Emphasized customer service/public relations to personnel, including hiring, terminating and training.

EDUCATION/TRAINING

Accumulated 96 credit hours toward a Bachelor of Business Administration degree at the University of Texas at El Paso, 1967-1969. Maintained 2.8 GPA. Active in Intramural Sports and member of Circle K International Fraternity.

Dale Carnegie Course, Xerox Training

Graduated from Austin High School, El Paso, Texas in 1967.

ASSOCIATIONS

- * Member, UTEP Miner Fan Club.
- * Member, Early Times Car Club.
- * Member, El Paso Rio Grande Wheels Car Club.
- * Member, El Paso Hispanic Chamber of Commerce.
- * Member, Director, I,II,III Vice-President, President and Past President, El Paso Downtown Lions Club.
- recipient of Melvin Jones Fellows Award: highest Lions International award available.
- * Life Member, Kiwanis International.
- * Charter Member/Appraiser, The Glove Collector Vintage Baseball Association.

HOBBIES

- * Vintage Baseball Memorabilia Collector
- * Vintage El Paso, Texas Memorabilia Collector

DATE: 7/18/2007

TO: City Clerk

FROM: Mayor John Cook

ADDRESS 2 Civic Center Plaza TELEPHONE 541-4656

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

Agenda for the Council Meeting of July 24, 2007

Item should read as follows: Appointment of Martha Cooper to the Revolving Loan Fund Board by Mayor John Cook

SPECIAL INSTRUCTIONS: _____

BOARD COMMITTEE/COMMISSION APPOINTMENT/REAPPOINTMENT FORM

NAME OF BOARD/COMMITTEE/COMMISSION: Revolving Loan Fund Board

NOMINATED BY: Mayor Cook DISTRICT: _____

NAME OF APPOINTEE Martha Cooper
(Please verify correct spelling of name)

BUSINESS ADDRESS: _____

CITY: El Paso ST: TX ZIP: _____ PHONE: _____

HOME ADDRESS: 6300 Natalicio Lane

CITY: El Paso ST: TX ZIP: 79904 PHONE: 915 - 545-2273

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

NAME OF PREVIOUS INCUMBENT: _____

EXPIRATION DATE OF INCUMBENT: _____

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

DATE OF APPOINTMENT: 7/24/2007

EXPIRATION DATE OF NEW APPOINTEE: 7/24/2009

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

MARTHA COOPER

My interest in helping other entrepreneurs achieve their goals comes from my experience in business development and starting my own business. My commitment as Revolving Loan Fund Board Member will be to serve El Paso and the business community for mutual success.

AREAS OF EXPERIENCE

- BUSINESS DEVELOPMENT
- ENTREPRENEURSHIP
- MARKETING

BUSINESS DEVELOPMENT AND STRATEGIC PLANNING

Founded Imaging El Paso, now a 3 year old Radiology company dedicated to innovation in imaging. Merck and Company – Business Development for Fosamax, Medical Education Manager for the United States for Fosamax, Sales.

ENTREPRENEURSHIP

- President and CEO Imaging El Paso.
- Business Development for Merck and Company
- Administrator for Southwest Osteoporosis Diagnostic Center later purchased by Providence Memorial Hospital

MARKETING AND SALES

- Merck and Company – Sales of Fosamax and Bone Density use. Managed Medical education for the US in Lansdale, PA. Worked closely with Marketing and Legal teams to develop strategies to sell to and educate physician speakers on new studies regarding Fosamax use. Sales El Paso, New Mexico, Southern Colorado
- Marketed Providence Women's Center/Laboratory.
- Marketed and Managed Southwest Osteoporosis Diagnostic Center.

EMPLOYMENT HISTORY

2005-Present Imaging El Paso, President and CEO, El Paso, TX.
1995-2005 Merck and Company
1991-1995 Providence Memorial Hospital, El Paso, TX.
1989-1991 Southwest Osteoporosis Diagnostic Center.

EDUCATION

University Texas at El Paso
Bachelor of Science 1979, Master of Science, 1983.

LANGUAGES:

Fluent in Spanish

INTERESTS:

Business, singing (opera), dancing, gardening, real estate, entrepreneurship,.