

DATE: 08/24/11

TO: City Clerk

FROM: Representative Steve Ortega, District 7

ADDRESS 2 Civic Center Plaza 10<sup>th</sup> Floor, El Paso, TX TELEPHONE 915-541-4124

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

Agenda for the Council Meeting of August 30, 2011

Item should read as follows: Appointment of James L. Graham to the Districting Commission by Representative Steve Ortega, District 7.

SPECIAL INSTRUCTIONS: \_\_\_\_\_

**BOARD COMMITTEE/COMMISSION APPOINTMENT/REAPPOINTMENT FORM**

NAME OF BOARD/COMMITTEE/COMMISSION: Districting Commission

NOMINATED BY: Representative Steve Ortega DISTRICT: 7

NAME OF APPOINTEE James L. Graham  
(Please verify correct spelling of name)

BUSINESS ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ ST: \_\_\_\_\_ ZIP: \_\_\_\_\_ PHONE: \_\_\_\_\_

HOME ADDRESS: \_\_\_\_\_

CITY: El Paso ST: TX ZIP: \_\_\_\_\_ PHONE: \_\_\_\_\_

E-mail: jgraham82@att.net

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

NAME OF INCUMBENT: N/A New Commission

EXPIRATION DATE OF INCUMBENT: \_\_\_\_\_

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

CITY COUNCIL APPROVAL DATE: 08/30/2011

TERM BEGINS ON : 08/30/2011

EXPIRATION DATE OF NEW APPOINTEE: 12/31/9999

PLEASE CHECK ONE OF THE FOLLOWING: 1<sup>st</sup> TERM: X  
2<sup>nd</sup> TERM: \_\_\_\_\_  
UNEXPIRED TERM: \_\_\_\_\_

James L. Graham

August 1, 2011

El Paso, Texas

Jgraham82@att.net

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## PERSONAL

Born: March 1, 1947  
Evanston, Illinois

Family: Married to Linda Carrillo Graham 36 years and father of two adult children.

## EDUCATION

1966 to 1970	Stephen F. Austin State University Nacogdoches, Texas	Bachelor of Science Business Administration
1963 to 1966	Lamar Senior High School Houston, Texas	High School Diploma

## PROFESSIONAL EXPERIENCE

Feb. 2011	Retired.
Sep. 2000 to Feb. 2011	Framerica Corporation Yaphank, NY National Sales (Manufacturer's Representative) Responsible for a seven state territory calling on distributors of picture frame moulding and wholesalers of framed art.
Aug. 1993 to Aug. 2000	T.I. Industries Lexington, NC Regional Account Executive (Manufacturer's Representative) Responsible for a 12 state territory calling on wholesale distributors and mass merchandisers in the Art and Framing Industry. Built sales from \$ 588,000 to 3.1 million. Introduced the use of laptop computers and e-mail to the sales staff. Pioneered a "pull through marketing" program in support of distributors.
Jan. 1993 to Jul. 1993	La Promesa D.b.a. Stewart Moulding & Frame San Diego, CA Sales Manager Assisted new ownership in opening new warehouses and moving of company headquarters. Strengthened sales force during ownership transition.

Nov. 1990      Stewart Moulding & Frame      El Paso, TX  
To Dec. 1992      General Manager  
Responsible for management of \$ 5.2 million dollar picture frame sales and distribution division of Southwest Moulding. Seventeen employees. Built sales to record levels while improving employee working conditions and moral.

1987 to 1990      Stewart Moulding & Frame      El Paso, TX  
Regional Sales Representative  
Built sales from \$ 350,000 to company's first million-dollar territory.

1985 to 1987      Sales Manager of Deluxe American Moulding (part time duties) and self employed D.b.a. Southwest Framers Supply, an independent sales representative to the Art and Picture Framing Industry. El Paso, TX

1984              Vice President, Sales of Genesis Inc., manufacturer of wood picture frame moulding D.b.a. Deluxe American Moulding.      Canutillo, TX

1980 to 1984      Agent, Connecticut Mutual Insurance      El Paso, TX  
Member of Million Dollar Round Table  
Junior Agent of the Year 1981, 1982 and 1983

1971 to 1980      Officer, US Army Transportation Corps  
Highest rank; Captain  
Decorations: National Defense Service Metal; Vietnam Service Metal; Vietnam Campaign Metal; Army Commendation Metal with Oak Leaf Cluster; Parachutist Badge; German Military Achievement Badge

1970 to 1971      Salesman, Tipton Ford      Nacogdoches, TX

OTHER INTERESTS; Golf, Softball and Fishing.

REFERENCES; furnished on request.