

Memorandum



CITY OF DALLAS

DATE August 1, 2022

TO Honorable Members of the City Council Economic Development Committee: Tennell Atkins, (Chair), Carolyn King Arnold, (Vice Chair), Adam McGough, Omar Narvaez, Jaime Resendez, Chad West, Gay Donnell Willis

SUBJECT **Slate of Candidates for the City of Dallas Economic Development Corporation Board of Directors**

On May 2, 2021, City Council adopted recommendations to create a new economic development corporation to support and enhance the work of the City of Dallas Office of Economic Development. The purpose of the City of Dallas Economic Development Corporation (EDC) is to support business development and serve as a public developer on behalf of the City of Dallas. A 15-member Board of Directors will oversee the EDC.

Candidates for the Board of Directors were identified through a public outreach and application process, which began on March 11, 2022 and continued through April 30, 2022. The outreach and communications strategy included the following tactics during the nomination process to solicit applications: press releases, council memos, social media marketing, network referrals, and direct outreach to individuals and Chambers of Commerce.

More than 450 people interacted with the online form, and 120 completed online applications were received. TIP Strategies created candidate packets from the completed applications, which were shared with the Nominating Committee comprised of the Mayor, City Manager, Chair of the Economic Development Committee, and two representatives from the Economic Development Policy Task Force, Cullum Clark and Hilda Galvan. The nominating committee carefully considered all applicants and identified a strong slate of candidates for the Board of Directors, which will be considered at the August 10, 2022 City Council meeting.

The Directors initially will be responsible for:

- Hiring and supporting the EDC's Chief Executive Officer
- Providing guidance, oversight, and support to the EDC, including:
 - Participation in strategic planning activities and fundraising efforts
 - Prioritization and monitoring of programs and services
- Assisting the EDC with activities such as:
 - Financing strategies to support specific projects
 - Marketing Dallas to industries, businesses, and site selectors
 - Using professional networks and skillsets to help business and real estate deals

DATE August 1, 2022

SUBJECT **Slate of Candidates for the City of Dallas Economic Development Corporation Board of Directors**

Initial Directors will serve an initial term of two-, three-, or four years (as determined by random selection and established at the first Board meeting) and are eligible for reappointment to one or more three-year terms. No Director may serve for more than eight consecutive years. Directors do not receive a salary or compensation for their services but are entitled to reimbursement for reasonable expenses incurred during official duties as a Director. The City of Dallas has conducted a background check on all candidates.

Selected Candidates for the EDC Board of Directors are listed below; brief biographies are included at the end of this memo:

- Alan Dorantes, Senior Corporate Counsel, T-Mobile USA Inc.
- Ardo Fuentes, Senior Vice President, Investments, Stifel
- Chris Bradshaw, Business Services Support Directors, Goldman Sachs 10,000 Small Businesses
- Christopher Durovich, President & Chief Executive Officer, Children's Health
- Cynthia Figueroa, Managing Attorney, The Figueroa Law Group, PLLC
- Dania Duncan Moreno, Partner, Bell Nunnally & Martin LLP
- Gilbert Gerst, Senior Vice President & Corporate Manager of Community Development Banking, BOK Financial Corporation
- Holly Reed, Current Principal & Advocacy Practice Leader, Ryan, LLC
- Jimmy Tran, Owner & Area Developer, Code Ninjas
- John Stephens, General Partner, MJ Lupton Partners LP
- Johnnie King, President, KG Concessions DFW, LP
- Kim Noltemy, President & CEO, Dallas Symphony Association
- Linda McMahon, President & CEO, The Real Estate Council
- Michon Fulgham, CRA Director, Community Development Lending, Inwood National Bank
- Walter "Alan" Walne, Chairman of the Board & CEO, Bottom Line Consultants, Inc.

The selected candidates reflect a diversity of backgrounds and areas of expertise as detailed below:

Race/Ethnicity	Percentage of Selected Candidates
Asian	6.7%
Black or African American	20.0%
Hispanic	26.7%
White	46.7%

DATE August 1, 2022

SUBJECT **Slate of Candidates for the City of Dallas Economic Development Corporation Board of Directors**

Gender	Percentage of Selected Candidates
Female	46.7%
Male	53.3%

Industry	Percentage of Selected Candidates with Significant Experience in this Industry*
Business Consulting	14%
Education/Training	19%
Finance/Banking	24%
Healthcare	5%
Legal	10%
Nonprofit	10%
Real Estate/Construction	14%
Telecommunications	5%

** Note: The areas of expertise represent the current professional role of each nominee, and does not mention other expertise or other industry roles/experience, all of which are beneficial to the EDC and City of Dallas.*

Should you have any questions, please contact Robin Bentley, Director, Office of Economic Development at 214-671-9942 or by email at robin.bentley@dallas.gov.



Majed A. Al-Ghafry, P.E.
Assistant City Manager

c: T.C. Broadnax, City Manager
Chris Caso, City Attorney
Mark Swann, City Auditor
Billieae Johnson, City Secretary
Preston Robinson, Administrative Judge
Kimberly Bizer Tolbert, Deputy City Manager
Jon Fortune, Deputy City Manager

M. Elizabeth (Liz) Cedillo-Pereira, Assistant City Manager
Robert Perez, Assistant City Manager
Carl Simpson, Assistant City Manager
Jack Ireland, Chief Financial Officer
Genesis D. Gavino, Chief of Staff to the City Manager
Directors and Assistant Directors

DATE August 1, 2022
SUBJECT **Slate of Candidates for the City of Dallas Economic Development Corporation Board of Directors**

Summary of Candidate Biographies

Alan Dorantes

Alan Dorantes is currently a Senior Corporate Council at T-Mobile USA. Prior to his position at T-Mobile, Mr. Dorantes served as Chief of Staff/General Counsel for Feeding America, the nation's largest hunger relief organization. In this newly created role, he served as a critical partner to the CEO and the executive office, playing a connective role with both internal and external stakeholders helping to build strong relationships and ensure effective communication. Mr. Dorantes is responsible for overseeing Feeding America's legal affairs as well as board development and governance. Prior to joining Feeding America, he was an Assistant Vice President, Senior Legal Counsel of Human Resources at AT&T. Mr. Dorantes has championed diversity as a member of the Dallas Hispanic Law Foundation and is a member of the Institute for Inclusion in the Legal Profession. He is active with several additional community organizations as a member and board member.

Ardo Fuentes

Ardo Fuentes is the Senior Vice President of Investments at Stifel. He has served in various roles at Bank of America Merrill Lynch in New York City and Robert Stephens in San Francisco. Mr. Fuentes works to help individuals and family offices manage their financial needs, and helps businesses coordinate their exit strategies with their overall wealth management objectives and pursue profitability improvement. During his tenure in New York, he was Vice President in Global Corporate and Investment Banking, working as an Investment-Grade Debt Analyst. He is a board member Dallas CASA and a member of the advisory board of E-LEAD at UTEP's college of engineering; Mr. Fuentes previously served on the board of Uplift Education.

Chris Bradshaw

Chris Bradshaw is the Business Services Support Director for Goldman Sachs 10,000 Small Businesses at Dallas College. Ms. Bradshaw has had a successful career in business development and business launches and is skilled at turning data into narratives to drive action. In her current role she oversees day-to-day operations of the Goldman Sachs 10,000 Small Businesses team to include recruitment, alumni engagement, partner management, and program delivery. She is a member of the Hispanic Women's Network of Texas and is active in several mentoring, education, and support organizations.

DATE

SUBJECT

August 1, 2022

Slate of Candidates for the City of Dallas Economic Development Corporation Board of Directors

Christopher Durovich

Chris Durovich is the President and Chief Executive Officer of Children's Health and has more than 30 years of leadership experience in health care and physician practice management. Since 2003, Mr. Durovich has guided Children's Health to be one of the largest pediatric health care systems in the nation, serving 300,000 children each year. Prior to joining Children's Health, he served in leadership roles at The University of Texas MD Anderson Cancer Center, Baylor College of Medicine, the University of Michigan Health System, and Northwestern Medical Faculty Foundation. He is board member and executive committee member of Dallas Medical Resource. Mr. Durovich also serves on the boards of several organizations in the public, private, nonprofit, and academic sectors.

Cynthia Figueroa

Cynthia Figueroa is a Managing Attorney with The Figueroa Law Group, PLLC. She is an experienced attorney, acting in a general counsel role for private sector business and public sector clients, and has worked at the intersection of public and private sectors, helping both to succeed. Ms. Figueroa has experience with financial and bond counsel, has served as an elected official with Dallas County. In that capacity she ran an office of over 250 employees with over two million constituents in more than 30 cities. She has served on several boards in the private, nonprofit, and academic sectors.

Dania Duncan Moreno

Dania Duncan Moreno is a Partner with Bell Nunnally, LLC. She focuses her practice in both domestic and cross-border corporate and real estate transactions, representing international and US companies in the acquisition, disposition, leasing, and development of real estate properties for hospitality, retail, industrial, and residential projects throughout Texas, Mexico, and Latin America. She advises clients in connection with mergers and acquisitions, dispositions, joint ventures, and financing transactions in a broad range of industries. Ms. Duncan Moreno is actively involved with several legal associations, has published several articles, and has been recognized for her work in the legal profession.

Gilbert Gerst

Gilbert Gerst is a Senior Vice President and Corporate Manager of Community Development Banking at BOK Financial Corporation responsible for community development lending activity. He has over 35 years of experience in the financial services industry with expertise in community development lending and investment, economic development, small business financing, affordable housing, and workforce development. Mr. Gerst has also been a Vice President with Chase Bank's Community Development Real Estate Group and served on the board of many local organizations.

DATE August 1, 2022
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Holly Reed

Holly Reed is a Principal and Advisory Practice Leader at Ryan, LLC where she works with internal tax experts to ensure that companies pay the taxes they owe. Prior to this position she worked for 25 years at Southwestern Bell/SBC/AT&T in a variety of capacities, spending most of her tenure focused on state and local initiatives that supported a healthy community environment to deploy capital. She was also employed as a Managing Director at the Texas Bullet Train where she was in charge of coalition building, government affairs, communication, media relations, and began working with minority business, small business, rural businesses, and workforce development. Ms. Reed has served in numerous leadership positions and on the board of organizations at the national, state, and local levels.

Jimmy Tran

Jimmy J. Tran is a business owner, nonprofit volunteer, board member, and civic leader. He founded Oak Lawn Group LLC in 2010, which is a real estate investment firm that makes both direct and indirect investments primarily focused on real estate and other income-producing assets. Mr. Tran is also the Owner of Code Ninjas Dallas, a computer coding program where kids learn coding by creating games and is also a League Commissioner for XP League Dallas, an esports league for elementary and middle school aged kids. Prior to becoming a small business owner and entrepreneur, Mr. Tran led Corporate Strategy and Mergers & Acquisitions activity for a \$10 billion+ business segment within CBRE, the world's largest commercial real estate services company. Prior to CBRE, he worked as a management consultant for Bain & Company in Dallas, Hong Kong and Singapore.

John Stephens

John Stephens currently serves as the General Partner of MJ Lupton Partners, a closely held fund investing in real estate, technology startups, and diversified equities. He is the former Senior Executive Vice President and Chief Financial Officer of ATT where he was responsible for financial planning, corporate development, accounting, tax, auditing, treasury, investor relations, and corporate real estate. Mr. Stephens served as ATT's CFO from June 2011 until his retirement in March 2021. He has extensive experience serving on the boards of private companies, foundations, chambers, and other organizations.

Johnnie King

Johnnie King has owned and operated several businesses in multiple industries for more than thirty years. He is currently the President of KG Concessions DFW, LP and is responsible for managing several restaurants in addition to negotiating operational contracts. Prior to this experience, Mr. King formed The King Group, Inc, an award-winning advertising and public relations firm.

DATE August 1, 2022
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Kim Noltemy

Kim Noltemy is the President & CEO of the Dallas Symphony Association. Since Ms. Noltemy's arrival, the Dallas Symphony Orchestra (DSO) has embarked on bold, new strategic plan and has implemented numerous new initiatives that will have a long-term impact on the landscape of classical music in Dallas and the entire industry. Recognizing the need of systemic change in the classical music community, she recently introduced a comprehensive plan and commitment to equity, diversity, and inclusion at the DSO. Ms. Noltemy currently serves on the boards of several organizations.

Linda McMahon

Linda McMahon is the President & CEO of The Real Estate Council (TREC). TREC is the largest and most influential commercial real estate organization in the State of Texas with over 2,000 members and 675 member companies. Ms. McMahon knows both commercial real estate and Dallas well with three decades in banking, including 15 years with JP Morgan Chase bank leading the Southwest Region Community Development Group. She is passionate about building communities, and currently serves on multiple boards and commissions.

Michon Fulgham

Michon Fulgham is a CRA Community Development Advisor with Inwood National Bank who is known for her leadership and consensus-building skills. She has experience in community reinvestment, strategic project implementation, risk management remediation, crisis intervention, and corporate social responsibility from both a policy and implementation perspective.

Walter Walne

Walter Walne is the Chairman of the Board and CEO of Bottom Lien Consultants, Inc. he has owned a collision repair center for more than 40 years, with eight locations in North Texas. He was a member of the Dallas City Council and served as chair of the Business and Commerce Committee. Mr. Walne has also served on numerous boards and commissions while running and expanding his business, to include serving on the board of Trustees for Parkland Hospital as chair of the finance committee when Parkland designed and broke ground on their new site.