

James Mercer

From: Bev and Stuart Ed [bevandstuart@aol.com]
Sent: Monday, July 25, 2016 3:25 PM
To: jmercer@mercergroupinc.com
Subject: Fwd: Las Cruces City Manager
Attachments: Stuart C. Ed Cover Letter - Las Cruces New Mexico.pdf; Stuart_C__Ed_-_El_Paso__Resume July 2016 Updated.pdf; Stuart C. Ed - References July Updated.pdf

Hi Jim,

I just wanted to make sure you received my resume packet.

I noticed the City's bond issue in September 2015 included \$7.2 million for energy efficiency upgrades.

I hope to get a chance to share my experience leveraging guaranteed Energy Savings Performance Contracts.

The Public Facility Energy Efficiency and Water Conservation Act [6-23 NMSA 1978] authorizes use of these performance contracts in New Mexico. Additionally, Las Cruces can leverage any of the State of New Mexico's seven procured Energy Service Companies (ESCOs) whenever they are ready to move without the time and expense of procuring the services. The State has bid, pre-qualified, and approved these companies for direct contracting by any state and local governmental agency through their state-wide price agreement.

It's an exciting opportunity I hope to share with Mayor Miyagishima and City Council.

Thanks.
Stuart

-----Original Message-----

From: Bev and Stuart Ed <bevandstuart@aol.com>
To: bevandstuart <bevandstuart@aol.com>; jmercer <jmercer@mercergroupinc.com>
Sent: Wed, Jul 20, 2016 11:08 pm
Subject: Re: Las Cruces City Manager

Good evening Jim,

Attached are three PDF's: Cover Letter, Resume, and References.

Please let me know if you require any additional information.

Have a great night and be safe. Thank you again for the consideration.

Stuart

-----Original Message-----

From: Bev and Stuart Ed <bevandstuart@aol.com>
To: jmercer <jmercer@mercergroupinc.com>
Sent: Mon, Jul 18, 2016 1:53 pm
Subject: RE: Las Cruces City Manager

Ok Jim. I'll throw in then.

I'll send you a cover letter and resume and list of references.

Thanks. Looking forward to working with you again.

Stuart

Sent from AOL Mobile Mail

On Monday, July 18, 2016 James Mercer <jmercer@mercergroupinc.com> wrote:

Glad to have you and not too late.

Jim

From: Bev and Stuart Ed [<mailto:bevandstuart@aol.com>]

Sent: Monday, July 18, 2016 12:37 PM

To: JMercer@mercergroupinc.com

Subject: Las Cruces City Manager

Hi James,

I just called and left you a voice message. I am considering applying for the Las Cruces City Manager position. If you'll have me and it's not too late.

I hope you are doing well.

Thanks,

Stuart Ed

915-494-7387

STUART C. ED

4730 Rosinante Road · El Paso, Texas 79922 · Mobile: (915) 494-7387 · Email: bevandstuart@aol.com

July 20, 2016

James L. Mercer
President/CEO
The Mercer Group, Inc.
1000 Cordova Place #726
Santa Fe, New Mexico 87505

Dear Mr. Mercer:

I am very interested in the Las Cruces City Manager position posted on The Mercer Group's website.

Enclosed is my résumé outlining my unique qualifications for your consideration as Las Cruces' next City Manager. I have over 18 years of diverse municipal government experience, including more than 10 years at the senior executive level. I was the Director of the City of El Paso's General Services Department for over five years; served four years at the Police Department on the Chief of Police's Executive Staff; and was the Mass Transit Department Assistant Director for a year.

Most recently I experienced a different perspective outside municipal government as President and CEO of Goodwill Industries of El Paso. I added economic and workforce development, retail business operations, and regional collaborative partnership experience to my professional development while serving the southern New Mexico and West Texas region.

My dynamic, well-rounded municipal background includes responsibilities as an executive or senior manager in every portfolio at the City of El Paso. I have overseen budget planning and implementation for the various municipal budget categories including General, Enterprise, Internal Service, and Capital Improvement Program Funds and was directly responsible for three of the five largest operational budgets within the City. Additionally, I spearheaded the City's only guaranteed-performance contract utilizing innovative financing totaling \$42 million for facility energy upgrades that creatively funded improvements through energy cost-avoidance and savings.

My company, Goodwill Industries of El Paso, sub-contracted with the local Workforce Board to provide skilled workers for employers by advancing education and employment opportunities through intake and assessment at five regional job centers. Additional economic development experience at the municipal level included overseeing major construction projects that are the foundation of El Paso's ambitious downtown revitalization and redevelopment efforts. The Union Plaza Streetscape; Union Plaza Transit Terminal; Engine Number 1; Oregon Street; and San Antonio Transit and Pedestrian Mall projects transformed blighted downtown into a livable community. These capital improvement construction projects I oversaw paved the way for El Paso's downtown ballpark to become a reality.

I believe the competencies and impact I have described, along with the broad experience and knowledge illustrated in my resume, position me as an excellent candidate. I look forward to sharing my vision, passion, and credentials with you, Mayor and Council, and the citizens of Las Cruces.

Sincerely,



Stuart C. Ed

STUART C. ED

4730 Rosinante Road · El Paso, Texas 79922 · Telephone: (915) 494-7387 · bevandstuart@aol.com

PROFESSIONAL EXPERIENCE SUMMARY

Over 20 years of diverse public/non-profit enterprise experience proudly serving the west Texas and southern New Mexico region, including 14 years at the senior executive level. Areas of expertise include public works (facilities, land management, sports field maintenance, sustainability, and fleet); public safety, capital program and project management; finance and budgeting; long- and short-range planning; procurement; performance contracting; retail, workforce development and job placement, and marketing; Master's degree in Public Administration, Minor in Accounting.

SPECIALIZED EXPERIENCE

GOODWILL INDUSTRIES OF EL PASO, INC. • AUGUST 2014 – JULY 2016

President and Chief Executive Officer • 1 year 11 months

Chief executive of a diversified not-for-profit social enterprise providing various services that assist a broad population of disadvantaged and disabled individuals to achieve their highest level of physical, social, intellectual and economic independence. Oversaw a business enterprise of 320 associates, eight retail stores, eight donation centers, and six job centers totaling nearly \$9 million in annual revenues.

- Awarded El Paso's 2015 and 2016 "Best of the Best in Thrift" by *What's Up* magazine. First time since 2007.
- Increased the number of persons served from 3,000 annually to nearly 13,000 people per month.
- Increased donations 24%.
- Increased performance contracting by 91%.
- Expanded mission services to New Mexico and retail into west Texas for the first time in company history.
- Created a new enterprise (Goodwill Staffing Solutions of El Paso) connecting job-seekers with businesses.

CITY OF EL PASO (TEXAS) GENERAL SERVICES DEPARTMENT • FEBRUARY 2009 – AUGUST 2014

Director • 5 years, 6 months

Executive director of the City's fifth-largest department budget with the mission of maintaining and sustaining the City's 2,500 vehicles and heavy equipment fleet; 310 buildings totaling 3.2 million square feet; the community's open green spaces consisting of 215 outdoor parklands; and records management. Directs the efficient day-to-day operation of the Department's 290 authorized associates and its \$50 million annual enterprise-fund operating budget.

- Awarded the Administrative Excellence Award by the Texas Recreation and Park Society (2014).
- Awarded Governing Magazine's "100 Best Fleets" in North America (2014).
- Awarded the National Institute for Automotive Service Excellence (ASE) Blue Seal of Excellence every year. One of only two private- or public-sector automotive shops in the region to earn such a designation (2009-2013).

CITY OF EL PASO (TEXAS) GENERAL SERVICES DEPARTMENT - CONTINUED

- *Awarded the Outstanding Government Organization Award by the State of Texas' Clean Air through Energy Efficiency (CATEE) Conference (2009).*
- *Awarded the American Public Works Association's Public Works Project of the Year (2009).*
- *Reduced fleet expenditures by over \$1 million annually.*
- *Entrusted to stabilize and improve three major services previously assigned to other Departments (Records, Land Management, and the Sustainability Office) nearly doubling the Department's size.*
- *Implemented a fleet night shift resulting in an operational savings of \$2.4 million.*
- *Did more with less. Reduced vehicle turn-around time by 25% and billable hours by 6% the first year.*
- *Implemented a \$42 million facility energy efficiency program energy consumption citywide by 26% since 2009.*
- *Converted 17 600 streetlights (60%) to energy-efficient LED standards, reducing energy consumption 66%.*

CITY OF EL PASO (TEXAS) POLICE DEPARTMENT • APRIL 2004 – JANUARY 2009

Administrative Services Manager • 4 Years, 9 Months

Member of the Chief of Police's Executive Staff responsible for all administrative services supporting the City of El Paso's largest department and its 1,400 assigned personnel; an operating General Fund budget totaling \$104 million; a grants program totaling \$22 million; a fleet of over 700 vehicles; and seven separate facility complexes. Executive responsibilities include overseeing 320 associates directly assigned to the department's Financial Services, Records, Facilities, Fleet, Planning and Research, Grants, Information Technology, and 911 Center.

- *Awarded the Department's 2005 and 2008 Executive of the Year.*
- *Oversaw the Department's CALEA certification. Improved management best practices while reducing department liability and risk exposure; all 446 standards evaluated as 100% compliant.*
- *Implemented a new Records Management System. First large Texas municipality (population greater than 500,000) to transition to the National Incident-Based Reporting System as recommended by the FBI.*
- *Developed the specifications, request for proposal, procurement, and contracting of a Red-Light Camera enforcement program; first large Texas municipality to successfully implement such a program.*
- *Streamlined fleet use by successfully implementing the Department's first centralized motor pool program.*
- *Authored and awarded over \$1 million in federal grant funding for an Automatic Fingerprint Identification System that is interoperable with local, state, and federal electronic identification databases.*
- *Leveraged innovative financing solutions within the first 30 days of being hired to provide every employee a desktop computer for the first time in Department history.*
- *Replaced an inefficient manual payroll and staffing system into a fully functional electronic paperless one.*
- *Audited, identified, and successfully segregated over \$250,000 in inaccurate annual Overtime charges.*
- *Relocated the Police 911 Communications Center to a new state-of-the-art facility.*
- *Successfully investigated, reconciled, and resolved a \$7.2 million grant audit finding inherited from 2001.*

CITY OF EL PASO (TEXAS) MASS TRANSIT DEPARTMENT (SUN METRO) • MARCH 2000 - MARCH 2004

Assistant Director, Administration & Development • 1 Year

Transit Program Manager • 3 Years

Second-in-charge of a municipal transit department with 650 employees, a \$52 million federally-funded capital program, and a \$42 million annual operating budget. Executive responsibilities included the department's capital improvement program, construction, strategic planning, grant administration, accounting, personnel, payroll, and marketing functions.

- *Directed the planning, funding, design, and construction of seven downtown redevelopment projects:*
 - *Union Plaza (\$18 million funded, eight parcels of land acquisition, and owner/tenant relocation);*
 - *Oregon Street Transit and Pedestrian Mall (\$3.2 million);*
 - *"Great Streets" lighting, landscaping, and pedestrian improvements (\$3.3 million);*
 - *San Antonio Transit Plaza (\$1 million);*
 - *International Intermodal Terminal (\$9.2 million);*
 - *SMART Starter Line Light Rail/Bus Rapid Transit (\$10 million);*
 - *El Paso/Juarez International Fixed-Guideway (\$43.75 million federally-programmed).*
- *Directed the planning, funding, design, and construction of five suburban terminals totaling \$10 million.*
- *Successfully authored and awarded El Paso's first Job Access/Reverse Commute grant totaling \$2.4 million.*
- *Radically improved federal grant program and procurement procedure oversight and compliance:*
 - *Perfect "No Faults Noted" on the 2002 Federal Transit Administration Procurement Review;*
 - *98% favorable review on the 2001 Federal Transit Administration Triennial Review;*
 - *Disadvantaged Business Enterprise Program Manager;*
 - *Equal Employment Opportunity Program Manager.*
- *Voting member of the regional Metropolitan Planning Organization's Project Selection Committee.:*

CITY OF EL PASO (TEXAS) DEPT. OF COMMUNITY DEVELOPMENT • JUNE 1995-MARCH 2000

Senior Grants Planner • 1 Year, 8 Months

Grants Planner • 2 Years, 4 Months

Grant Technician • 9 Months

Senior long-range planner and capital improvement program manager for the City of El Paso's Community Development Department with fiscal accountability and program oversight totaling \$32 million.

- *Directed the planning, funding, design, and construction of 66 redevelopment projects.*
 - *31 municipal facilities (pools, fire stations, libraries, curb cuts, lighting, senior centers, rec centers);*
 - *15 non-profit facilities (elderly/disabled housing, homeless facilities, community service centers);*
 - *20 street and drainage improvements (sewer, sidewalks, streets, expanded right-of-way, ponding).*
- *Directed the department's Land Acquisition Program.*
 - *Purchased 58 privately-owned residential and 2 commercial parcels of property for public use;*
 - *Achieved a perfect acquisition record without a single condemnation proceeding.*
- *Streamlined project implementation procedures. Reduced project "cradle to coffin" time by 43%.*

UNITED STATES ARMY (ANSBACH GERMANY, HONOLULU HAWAII, EL PASO TEXAS)

U. S. Army Officer • Achieved rank of Captain • May 1986 to March 1995

Progressively responsible training; equipment and facility management; budgeting; planning; accounting; strategic planning; inventory and internal control; training; and regulatory compliance experience. Two years experience in education as an Assistant Professor at a four-year state university (the University of Texas at El Paso).

- *General Manager (Battery Commander) of a logistics support organization with 78 employees.*
- *Impeccable integrity. Successfully served in a variety of positions requiring a top-secret security clearance.*
- *Faculty member at the University of Texas at El Paso for two years, Interim Department Chair for 1 year.*
- *Airborne, Ranger, and Air Assault School Graduate.*

EDUCATION

- *Masters of Public Administration (Minor in Accounting), NMSU*
- *Bachelor of Arts, Political Science, University of Arizona*

COMMUNITY INVOLVEMENT

- *Board Member, El Paso Academy (2015-present)*
- *Boys and Girls Basketball Coach, YMCA of El Paso (2007-present)*
- *Boys and Girls Basketball Coach, St. Mark's School, El Paso (2007-present)*
- *Boys and Girls Basketball Coach, City of El Paso Parks and Recreation (2007-2011)*
- *Cub Scout Pack Committee Chair, Pack 7, Polaris District, Boy Scouts of America (2005-2006)*
- *Den Leader, Den 2, Pack 7, Polaris District, Boy Scouts of America (2004-2008)*
- *Member, School Board of Directors, St. Mark's School, El Paso Texas (2002)*
- *Founder and Board President, Santa Teresa Association of Residents (2002-2005)*

REFERENCES

- *Available upon request*

RESUME ADDENDUM – INFRASTRUCTURE DEVELOPMENT

- City of El Paso Public Facilities:
 - ADA Rehabilitation of the Downtown Library (\$722,500)
 - Armijo Library Renovation (\$284,940)
 - Armijo Pool (\$4,070,350)
 - Basketball Courts Rehabilitation (\$252,000)
 - Borderland Park (\$467,000)
 - Carolina Recreation Center (\$1,784,410)
 - Delta Sports Center (\$1,431,555)
 - El Paso/Juarez International Fixed-Guideway (\$43,750,000 federally programmed)
 - Fire Protection Equipment (\$145,000)
 - Fire Station #9 Renovation (\$75,000)
 - Fire Station #14 Renovation (\$65,000)
 - Great Streets lighting, landscaping, and pedestrian improvements (\$3,300,000)
 - International Intermodal Terminal (\$9,200,000)
 - Lincoln Park (\$227,640)
 - Lomaland Park Jog Path (\$70,000)
 - Mary Webb Park (\$310,270)
 - Middle Drain Park Renovations (\$1,386,000)
 - Nations Tobin Park Jog Path (\$275,000)
 - New Play Equipment (\$568,276)
 - New Play Equipment Phase II (\$268,000)
 - Nolan Richardson Center (\$1,981,625)
 - Northeast/Central Senior Health Service Center (\$457,500)
 - Northeast Tree Planting (\$244,000)
 - Oregon Street Transit and Pedestrian Mall (\$3,300,000)
 - Pavo Real Basement Upgrade (\$260,000)
 - Pavo Real Senior Citizen Center (\$965,000)
 - Pueblo Viejo Park (\$1,637,350)
 - Rae Gilmore Center Rehabilitation (\$531,348)
 - San Antonio Transit Plaza (\$1,000,000)
 - San Juan Recreation Center (\$2,082,740)
 - Senior Citizen Center Reroof (\$826,971)
 - Seville Community Center (\$690,000)
 - SMART Starter Line Light Rail/Bus Rapid Transit (\$10,000,000)
 - 300 South Zaragoza Medical Facility (\$116,000)
 - Traffic and Transportation Street Lights (\$22,500)
 - Tree Planting (\$244,000)
 - Union Plaza Downtown Redevelopment (7,200,000)
 - Union Plaza Transit Terminal (\$11,000,000)
 - Yucca Park Rehabilitation (\$816,784)

RESUME ADDENDUM – INFRASTRUCTURE DEVELOPMENT (CONT.)

- City of El Paso Street and Drainage Improvements:

- Alexander Place (\$402,000)*
- Apodaca Place (\$114,000)*
- Borderland Road (\$126,000)*
- Carpenter Addition (\$76,000)*
- Cates Addition (\$1,177,000)*
- Cemetery Road (\$716,000)*
- Colingsworth Road (\$907,870)*
- Duran Place (\$573,000)*
- Lafayette Road Phase I (\$1,947,090)*
- Lafayette Road Phase II (\$1,159,225)*
- Loya Road (\$73,000)*
- Mowad Road (\$2,000,000)*
- North Loop Gardens Phase II (\$1,311,250)*
- Red Bird Way (\$177,000)*
- Sahara Addition (\$324,000)*
- San Jose Road (\$3,765,553)*
- Sunland Road (\$1,813,720)*
- Vulcan Avenue Street Lights (\$8,500)*

- El Paso Non-profit Corporation Facility Renovations:

- Bienvivir Senior Health Services Center (\$547,500)*
- Center for the Deaf Demolition/Building Rehab (\$160,994)*
- Centro de Salud Familiar La Fe Wellness Center (\$2,287,000)*
- Coalition for the Homeless Facility Renovation (\$481,937)*
- Good Samaritan Building Improvements (\$322,820)*
- Hospice Special Care Facility (\$376,341)*
- Krupp-Sitgraves Community Center (\$684,335)*
- The Learning Fields-Roosevelt Elementary School (\$213,280)*
- McCall Neighborhood Center Expansion (\$403,908)*
- Project Vida Clinic Expansion (\$543,985)*
- Renovation of the Lighthouse Facility (\$647,630)*
- Robert Hoy Jr. Administration Building (\$143,590)*
- Sexual Trauma and Response Services Administration Facility (\$184,020)*
- Shelter for Battered Women Kitchen Renovation (\$63,136)*
- YWCA Lower Valley Wellness Center (\$559,629)*