To: **Gunnison County of Board of Commissioners**

Re: **Application for Board position for the GVRHA**

From: **Scott Cox**
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Received
County Administration
1/3/18
CC: BOCC
M. BIRNIE
J. KERMODE

Thank you for considering my application to be a board member for the Gunnison Valley Regional Housing Authority. I've been involved in real estate, and primarily housing, for my entire business career and have lived and worked all over the country (experience below). I've been dismayed at the growing shortage of housing across most of the country and especially the impact on those in the lower half of the income spectrum. I've been exposed to a variety of affordable housing approaches and sometimes had to live with the unintended consequences. Obviously here in the Gunnison Valley we have all of the same housing problems as growing metros, plus the additional challenges inherent in resort communities. I feel passionately about the need for all of our citizens to have access to quality shelter and would appreciate the opportunity to contribute to the work of the GVHRA.

EXPERIENCE:

SLC Advisors - Colorado 6/16 to Present
Homebuilding, Land Development and Real Estate Investor Consulting. Mergers and acquisitions, strategic direction, asset management of company level investments, housing and community development projects and repositioning/work-outs.

IHP Capital Partners - 4/04 to 4/16 – Virginia - Eastern and Central Region Partner
IHP Capital Partners, one of the nation's largest investment firms, invests institutional capital in for-sale residential real estate projects throughout the United States. IHP and its investment partners (CalPERS, Northwestern, Pacific Life and CalSTRS) have created neighborhoods and communities valued at more than $19 billion.

Established Eastern Region office, hiring a team and assuming control of a troubled portfolio of projects, including six developments ranging in size from 750 to 5000 units located in Delaware, Florida, Virginia and Texas. Negotiated the sale of assets, replacement of managers, conversion of off-balance sheet structures to joint ventures and repurchase of portions of assets. Entered into fee-building arrangements with homebuilders for projects, introducing new products to the market place. Redesign/re-visioning master plans including site planning, amenity development and product arrangement. Directly responsible for creating design concepts for architecture and communities. Experience with MUDs, CFDs, CDDs and Metro Districts.

Originated homebuilding and land development JVs in NY, VA, MD, NC, SC, GA, FL and TX. Structures included single project ventures, multi-project pools and direct entity investments in home-building companies. Board member of three home-building companies. Responsibilities included all aspects of companies from staffing to project approvals. Member of Investment Committee for all originations throughout company.

Guaranty Bank 2/95-2/04 – San Diego, CA - SVP/Western Regional Manager
Customers included regional and local homebuilders and developers. In addition, I oversaw the underwriting and closing of the first equity fund financings within the bank, providing subscription and primary debt, as well as off-balance sheet financing for lot option programs. Credit structures included borrowing bases, mezzanine loans, revolving and non-revolving construction lines, and acquisition and development loans, for individual and multi-tract projects. Member of Loan Committee approving Corporate, Asset-Based, Mortgage Warehouse, and Real Estate credits.

DiLoreto Construction - 7/94-1/95 – Reno, NV - Vice President of Operations
Recruited to manage finance (debt and equity), forward commitments, project feasibility, sales & marketing, and general business operations. Developed new business plan to convert the company from a merchant homebuilder to land developer, reducing overhead and increasing profitability.

BofA - 4/93-6/94 - Reno, NV – VP Real Estate Industries Division
Underwrote, documented and managed construction and permanent loans for subdivision, infrastructure/land development, apartment, retail, and commercial developments.

Wells Fargo Bank 4/90-3/93 – LA, CA - AVP Real Estate Managed Assets Group
Analyzed liquidity, capital and legal structure of borrowers and valuation of properties to develop projections and restructuring plans. Negotiated foreclosures, restructures, and re-margins. Involved in litigation of unsecured lawsuits, lock-boxes, writs of attachment, receivers, bankruptcy and other remedies. Coordinated analysis and restructure of a proposed 1,000-acre, 3,000-unit master-planned community.

Luckman Partnership Architects - 7/85-9/88 – LA, CA - Project Captain
Managed schematic design, design development, and construction documents for 55,000 sq.ft. Museum. Developed all schedules, budgets, and cost estimates and coordinated and managed all consultants. Supervised space planning, interior design, construction documents, and construction administration for Dow Jones & Co.'s West Coast Headquarters. Design and planning on a variety of projects.

MBA - Anderson Graduate School of Management at UCLA - 1990

Bachelor of Architecture - California Polytechnic State University, San Luis Obispo - 1985

Licensed Architect

Urban Land Institute, National and Colorado Community Development Councils (co-chair)