

Kent L. Curtis

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EXECUTIVE SUMMARY

- Four years experience in commercial real estate development and private investor relations
- Six years experience in professional and political research and data analysis
- Proven written & oral communicator and negotiator with equity holders and government organizations

EXPERIENCE

DEVELOPER-OPERATOR-PARTNER

APR 2000- PRESENT

PARKWAY STORAGE CENTER

Orem, Utah

- Developed a seven-acre, \$3.5M storage facility using \$1.1M capital raised from private investors
- Eliminated \$230,000 in tax liabilities by structuring pre-project land divestiture as a non-taxable event
- Conducted market and site selection analysis, obtained bankruptcy judge approval to purchase development site from bankrupt seller, and obtained city approval to de-condominiumize location resulting in \$200,000 savings over an 8-month period
- Guided architectural design and civil engineering efforts to effectively manage city planner concerns
- Designed, created, and implemented all marketing efforts during current rent-up stage
- Project currently \$120,000 under budget

COMMERCIAL REAL ESTATE AGENT - INVESTMENTS

DEC 2002- FEB 2004

CB RICHARD ELLIS (CBRE)

Salt Lake City, Utah

- Generated \$2M of transaction volume and \$120,000 in agent revenues
- Developed acquisition/disposition strategies for commercial real estate investors by using financial analysis and market value forecast models
- Published Utah's first comprehensive market report focusing specifically on the storage facility industry, which became a standard for commercial appraisers, banks and investors seeking to determine local market conditions and real-estate values

COMMERCIAL REAL ESTATE AGENT - INVESTMENTS

AUG 2001- DEC 2002

NAI UTAH COMMERCIAL (FORMERLY D&B, THANKSGIVING PROPERTY GROUP)

Orem, Utah

- Generated \$3M of transaction volume and \$180,000 in agent revenues
- Obtained mentorship under the industry's top producing agents and represented Utah for the Argus self-storage sales network

LEGISLATIVE CORRESPONDENT INTERN

JAN 1998- MAY 1998

SEN. ORRIN G. HATCH

Washington, D.C.

- Helped obtain federal funding for Utah's I-15 reconstruction prior to the 2002 Olympics
- Drafted Senatorial correspondence in response to concerns of colleagues and constituents

EDUCATION

MASTER OF BUSINESS ADMINISTRATION - MARKETING/FINANCE EMPHASIS

APR 2006

MARRIOTT SCHOOL, BRIGHAM YOUNG UNIVERSITY

Provo, Utah

- Departmental Tuition Scholarship
- Member, MBA Finance Club & MBA Marketing Club
- 97th Percentile Verbal and Logic Section of GMAT

BACHELOR OF SCIENCE - POLITICAL SCIENCE MAJOR - BUSINESS EMPHASIS

AUG 1999

BRIGHAM YOUNG UNIVERSITY

Provo, Utah

- Maintained 3.46 GPA while working 20 hrs p/wk
- Folk, ballroom & swing dance performer with various internationally recognized BYU dance teams
- Studied Middle Eastern cultures during four month study abroad in Jerusalem

ADDITIONAL INFORMATION

VOLUNTEER REPRESENTATIVE

FEB 1991- FEB 1993

THE CHURCH OF JESUS CHRIST OF LATTER-DAY SAINTS

Barcelona, Espana

VICE PRESIDENT OVER 120 CHAPTERS

DEC 1994- DEC 1995

PHI THETA KAPPA HONOR SOCIETY

Pacific Northwest Region, USA

Fluent in Spanish. Avid motorcyclist. Singer, songwriter, guitarist, and non-award-winning harmonica player