

TROY G. SMITH

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EDUCATION

Colorado State University

Master of Business Administration (Executive Program) 1997

University of Denver

Bachelor of Arts, Political Science 1991

Bachelor of Arts, Sports Science/Physical Education (Minor – Biology) 1991

CAREER HISTORY

TGS Advisors, LTD, Colorado Springs, CO 2013 - Present
President

- Founded Real Estate Advisory Company to consult with and advise clients for purposes of acquisition, development, management or disposition of real assets
- Adept at intricate market analysis for the purpose of investment
- Financial Analysis/Pro Forma Development: Microsoft Excel, Argus Developer, Argus Enterprise
 - Managing Director, Operations – Alfalfa’s Market, Boulder, CO 2019 - 2020
 - Responsible for navigating business turnaround
 - US Taekwondo Center, Colorado Springs, CO 2015 - 2016
 - Director of Real Estate/General Manager
 - Manage Real Estate owned by Corporation
 - Manager & Lead Instructor for Briargate location
 - Responsible for navigating business turnaround

Baceline Investments, Denver, CO 2013 - 2015
Director of Acquisitions

- Joined private equity real estate investment company in 2013 as an Independent Contractor
- Responsible for sourcing, underwriting, negotiating, and acquiring retail properties throughout the Midwest/Western United States in secondary/tertiary markets
- Prepare deal analysis and present to ownership/investment committee

Wells Fargo Advisors, Colorado Springs, CO 2011 - 2012
Financial Advisor

- Recruited by Wells Fargo Advisors for the Financial Advisor Program
- Successfully completed Apprentice Program
- Series 7 License, Series 66 License, Colorado Life Insurance License, CO Health Insurance License

Bush Development, Inc., Denver, CO 2005 - 2011
Vice President, Development

- Joined local development company in 2005 as a Partner/Principal to help manage development & project growth
- Responsibilities included structuring project-level financing, pro-forma development, project acquisition negotiations, entitlements oversight, contract negotiations, project management
- Environmental remediation management
- Governmental agency liaison

- iBEAN COFFEE, Inc.**, Colorado Springs, CO 2004 - Present
President/Co-Founder
- Developed and implemented the concept & business plan for a boutique coffee company focused on fund raising and community enrichment
 - Developed coffees for sale
- North American Title Company of Colorado**, Denver, CO 2001 - 2005
Vice President, Sales Manager
- Returned to NATCCO, now owned by Lennar Corp, to manage commercial, builder & developer accounts, specializing in large-scale transactions involving local, regional and national clients
 - Promoted to Corporate Officer in Q2, 2003
 - Promoted to Commercial & Builder Sales Manager in Q3, 2003
 - Promoted to General Sales Manager in Q1, 2005
 - Largest single transaction represented: \$168 million
- ProHome Colorado**, Littleton, CO 2000
Senior Vice President, Sales & Marketing
- Recruited by local ProHome Colorado franchisee looking to purchase the national franchise rights from ProHome Corporation
 - Performed acquisition due diligence on eight corporate-owned locations throughout the country plus five ProHome Colorado stores which included travel to the markets, industry and corporate analysis, market valuation, and detailed recommendations for each location culminating in individual market recommendation reports
 - Managed sales, marketing, and client retention for five franchises located throughout Colorado, Albuquerque, New Mexico and Seattle, Washington
- North American Title Company of Colorado**, Denver, CO 1998 - 2000
Account Executive
- Recruited by regional title insurance company to increase sales within builder and commercial segments
 - Company realized an 88% increase in builder business representing total personal yearly production of \$984,000 in gross revenue
 - Largest single transaction represented: \$135 million
- Abruzzo Enterprises, L.L.C.**, Littleton, CO 1996 - 1998
Principal/Managing Partner
- Established local building and remodeling company specializing in high-end tenant finish, remodeling, and loft redevelopment in the downtown Denver marketplace
 - Performed project procurement, market analysis, contract negotiation, financial management, operational management and project coordination/management
 - Grew from a startup to \$3.2 million in total revenue production in less than two years
- Unique Development, Inc.**, Littleton, CO 1995 - 1996
Project Manager
- Recruited by and accepted a position with local homebuilder, challenged to increase productivity and streamline production processes
- Richmond Homes, Inc.**, Denver, CO 1993 - 1995
Assistant Superintendent
- Joined nation's largest homebuilder in an entry level field position

PROJECT HISTORY/RESPONSIBILITY**Cottonwood Creek: Salt Lake City, UT**

- 24,000 sf retail center acquisition
- Project underwriting
- Contract negotiation
- Business plan document oversight and partial authorship
- Environmental remediation review

Fenton Art Glass – US Glass: Williamsburg, WV

- 14 acre site with 300,000 lite industrial structure for renewal and possible partial redevelopment
- Project review for viability
- Project underwriting
- Environmental remediation review
- Project financing negotiation
- Local municipality negotiation
- Project development/redevelopment investigation, problem solving and strategic planning

George Thomas Plaza: Indianapolis, IN

- 27,000 sf retail center acquisition
- Sourced project
- Project underwriting
- Contract negotiation

JCRS Plaza: Lakewood, CO

- 14 acre site with 150,000 sf of retail space
- Note purchase negotiation
- Business plan document oversight and partial authorship

Plaza on Union: Lakewood, CO

- Developed 11,193 sf retail center for sale upon completion
- Executive development team
- Project pro forma
- Project management
- Lease negotiation
 - Tenants – Old Chicago, Tokyo Joe's, Chipotle

Union Walk: Lakewood, CO

- Developed 12,063 sf retail center for sale upon completion
- Executive development team
- Project pro forma
- Project management
- Lease negotiation
 - Tenants – Panda Express, Jimmy John's, and Floyds Barbershop among others

PROJECT HISTORY/RESPONSIBILITY CONTINUED**Leetsdale Self Storage: Denver, CO**

- Project totaling 72,000 sf sold at blueprint stage and developed for owner
- Executive development team
- Project pro forma
- Project entitlement
- Project management
- Highest return in Colorado (at the time of sale)

Grant Crossing: Thornton, CO

- Reverse build-to-suit for Old Chicago
- Executive development team, development lead
- Project Pro Forma
- Project Management
- Client relationship

3rd & Clayton: Denver, CO

- Project originally purchased as a redevelopment but subsequently repositioned and sold to an investor
- Sourced deal, project lead
- Project analysis and pro forma
- Lease review and repositioning of existing tenant leases
- Sourced purchaser
- Negotiated sale price
- Project sold at a net profit in excess of \$700,000 for 8,652 sf building 42 days after purchase by Bush Development

Shoppes on Academy: Colorado Springs, CO

- Re-developed existing building into a 7,675 sf retail center
- Executive development team, development lead
- Project pro forma
- Project entitlement
- Project management
- Media relations
- Lease negotiation
 - Tenants – Verizon Wireless, Floyd's Barbershop, Five Guys Burgers & Fries
- Property management

Callicotte Ranch: Carbondale, CO

- Redeveloped a 140-acre ranch into 28 home sites averaging 4.2 acres/site plus 40 acres of open space including ponds and community amenities
- Executive development team, development lead
- Project pro forma
- Project entitlement
- Project management
- Negotiated and managed water rights
- Developed design guidelines
- Established HOA
- Managed HOA
- Developed/wrote text for website (www.callicotteranch.com)
- Site management

PROJECT HISTORY/RESPONSIBILITY CONTINUED**Sandstone Market: Longmont, CO**

- 23-acre site slated for future development into 6 pad sites and 80,000 sf of retail space
- Executive development team
- Project pro forma

Fitzsimons Promenade: Aurora, CO

- 4.5-acre site slated for future redevelopment into 1 pad site and 44,000 sf of retail space
- Executive development team, development lead
- Project pro forma
- Project entitlement
- Project management including site layout and building finishes
- Media relations
- Extensive negotiations with the City of Aurora and Aurora Urban Renewal Authority
- Environmental remediation management
 - Presented project to Colorado Brownfields Conference (2009) as a 'Best Practices Project' with Manager of Aurora Urban Renewal Authority and Environmental Remediation Consultant
- Tax Incremental Financing negotiation for \$2.9 M TIF Agreement
- Metropolitan District establishment
- Lease and/or pad sale negotiation
 - 1st Bank, 7-Eleven, Q-Doba among others

Steele Creek: Denver, CO

- 3 parcel assemblage slated for future redevelopment in the Cherry Creek Shopping District into a 5-star hotel, retail, restaurant and residential units totaling approximately 300,000 sf
- Executive development team
- Responsible for 'Community Outreach' Concept instrumental in obtaining community support for project
- Project pro forma – Extensive Financial Modeling
 - Develop site with Traditional Financing
 - Sell site with Rezoning Appreciation
 - Develop site with Equity Investor(s)
 - Develop site with Private Equity Fund
- Environmental remediation and negotiation with CDPHE

Auraria Lofts: Denver, CO

- Developed Residential Loft Units
- Project owner/developer
- Sourced project
- Negotiated purchase price
- Project pro forma
- Project management
- Structured project financing
- Financial reporting to lending institutions/project equity investors
- Client management
- All units sold prior to completion

BUSINESS ACHIEVEMENTS & COMMUNITY INVOLVEMENT

2017: University of Colorado:	CUBIC (CU Business Intensive Certificate) Instructor Business Plan Competition Judge
2016: University of Colorado:	CUBIC (CU Business Intensive Certificate) Instructor Business Plan Competition Judge
2015: University of Colorado:	CUBIC (CU Business Intensive Certificate) Instructor Business Plan Competition Judge
2014: University of Colorado:	CUBIC (CU Business Intensive Certificate) Instructor Business Plan Competition Judge Guest Lecturer: Leeds School of Business
2013: University of Colorado:	CUBIC (CU Business Intensive Certificate) Instructor Business Plan Competition Judge
2012: University of Colorado:	CUBIC (CU Business Intensive Certificate) Instructor Business Plan Competition Judge
2011: University of Colorado:	CUBIC (CU Business Intensive Certificate) Instructor Business Plan Competition Judge
2010: University of Colorado:	CUBIC (CU Business Intensive Certificate) Instructor
2009: University of Denver: University of Colorado:	Bridge Project – Board of Directors CUBIC (CU Business Intensive Certificate) Instructor
2008: University of Denver: University of Colorado:	Bridge Project – Board of Directors CUBIC Instructor
2007: University of Denver: University of Colorado: Children’s Hospital:	Bridge Project – Board of Directors CUBIC Instructor Tiny Miracles Golf Tournament Co-Chair Tiny Miracles Trot 5-K Co-Chair - ‘Big Heart Award’
2006: University of Denver: University of Colorado: Children’s Hospital:	Bridge Project – Board of Directors Bridge Project – Annual Gala, Chairman CUBIC Instructor Tiny Miracles Golf Tournament Co-Chair
2005: University of Denver: University of Colorado: Denver Home Builders Assn: Children’s Hospital: North American Title:	Bridge Project – Board of Directors Bridge Project – Annual Gala, Chairman CUBIC Instructor Metro Housing Coalition – Board of Directors Tiny Miracles Golf Tournament Co-Chair ‘Gold Level’ Sales Achievement, Top Producing Salesperson

BUSINESS ACHIEVEMENTS & COMMUNITY INVOLVEMENT CONTINUED

- 2004: *Denver Business Journal*: *Honoree - Forty Under 40*
 University of Denver: Bridge Project – Board of Directors
 Bridge Project - Annual Gala, Silent/Live Auction Chairman
 Bridge Project - Budget & Development Committee
 University of Colorado: CUBIC Instructor
 Denver Home Builders Assn: Metro Housing Coalition – Board of Directors
 Children’s Hospital: Tiny Miracles Golf Tournament Co-Chair
 North American Title: ‘Gold Level’ Sales Achievement, Top Producing Salesperson
 Cherry Creek HS: Assistant Hockey Coach - Varsity
 Denver Country Club: Assistant Hockey Coach - Midget ‘A’
- 2003: University of Colorado: 50 For Colorado
 University of Denver: Bridge Project – Board of Directors
 University of Colorado: CUBIC Instructor
 Children’s Hospital: Tiny Miracles Golf Tournament Co-Chair
 Colorado Assn. of Homebuilders: Board of Directors
 Rocky Mountain Builder Conference, Chairman
 PAC Trustee
 Denver Home Builders Assn: Metro Housing Coalition – Board of Directors
 North American Title: ‘Gold Level’ Sales Achievement, Salesperson of the Year
 Denver Country Club: Assistant Hockey Coach - Midget ‘A’; State Champions
- 2002: Children’s Hospital: Tiny Miracles Golf Tournament Co-Chair
 Colorado Assn. of Homebuilders: Board of Directors
 Rocky Mountain Builder Conference, Chairman
 PAC Trustee
 Strategic Planning Committee
 Governance Task Force
 Strategic Business Partner Committee, Chairman
 North American Title: ‘Gold Level’ Sales Achievement
 Denver Country Club: Assistant Hockey Coach - Midget ‘A’