

KYLE PASLEY

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PROFESSIONAL SUMMARY

~~Politically-astute government administrator~~ offers successful record in budget, personnel and project management. Outstanding knowledge of real estate development and financial analysis.

SKILLS

- Community relations
- Strong interpersonal skills
- Charismatic public
- Urban development
- Community-based planning
- Budgeting and finance expertise
- Crisis and emergency communications
- Operations management
- Strategic thinker

WORK HISTORY

January 2006-CURRENT

Assistant Director/Resource Specialist (January 2006-August 2012) | *State of Utah School and Institutional Trust Lands* | *St. George, Utah*

Currently acts as director for all Trust Land real estate planning and development activities in Utah. This includes over 250,000 acres of parcels designated as development properties within the portfolio.

Responsible for overseeing a \$3-5 million dollar annual capital budget for construction and improvement on Trust Lands ground.

Negotiates final development transactions with private partners for Trust Lands. This includes construction and execution of all legal contracts.

Performs complex financial analysis of all Trust Lands transactions. This includes various methods including Net Present Value, Internal Rates of Return and simple cash on cash analysis.

Manages and oversees all construction projects performed on Trust Lands' parcels.

Represents Trust Lands in negotiations with cities, counties, the state and all federal agencies. This includes negotiations regarding planning and zoning, environmental regulations and conservation measures.

Manage and office of 4 employees and numerous contracted employees.

Have achieved ongoing annual revenues of \$20-\$28 million in net proceeds to the Trust from the Southern Utah office since becoming Deputy Assistant Director.

JANUARY 2001-OCTOBER 2005

Business Development and Investment Officer | *Sun First Bank* | *St. George, Utah*

Oversaw business development at a regional de novo financial institution. This included acquisition of new accounts and loans from area businesses.

Performed as Investment officer and financial analyst for in house bank accounts in conjunction with the institution CFO.

Acted as a registered investment advisor for bank clients. Held a Series 6, Series 7, Series 63 and Series 65 investment license as well as a State of Utah insurance license.

Oversaw all credit card and merchant account services for the institution.

Performed as an analyst for large loan portfolios.

Worked extensively with real estate development portfolios.

JANUARY 1996-JANUARY 1998

Director Governmental Affairs | *American Association of Young Families* | *Salt Lake City, Utah*

Chief liaison and lobbyist for a small nonprofit concerned with social and financial issues.

Lobbied the state legislature, counties and municipalities on a wide range of issues including affordable housing, children's health insurance, zoning, credit reform and taxation.

JANUARY 1996-NOVEMBER 2008

Independent Political Consultant | *Self* | *Salt Lake City / St. George, Utah*

Consulted political campaigns for Congress, state legislature, municipal elections and public

initiatives. Clients include Jim Matheson, Scott Howell, Trisha Beck and Washington County Rap Tax.

Researched and coordinated polling data.

Coordinated marketing and focus groups.

Coordinated community outreach.

Delivered public addresses on behalf of candidates and issues.

1991-DECEMBER AUGUST 2000

Emergency, Critical Care and Trauma Tech | *Intermountain Health Care* | *Salt Lake City, Utah*

Acted as a medical technician at both Primary Children's Medical Center and Cottonwood Hospital.

Assisted physicians with care of sick and injured in Emergency, Critical Care and Surgical Settings.

EDUCATION

1998

Bachelor of Science: Political Science

University of Utah, Salt Lake City, Utah

* Awarded Simon Bamberger Public Policy Internship

* Awarded Rocco Sciliano Fellowship

VOLUNTEER SERVICE AND BOARDS

Board of Directors, Utah Youth Soccer Association: 2012 - Current

President, Southern Utah Soccer Association: 2005-2012

Board of Trustees, Color Country Community Housing: 2011 - 2013

Board of Directors, Habitat for Humanity: 2005-2008

Founding Board Member, Stage Right Theater Company: 1991 - 1995