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BAC-5018

Board Name	Five Points Business Improvement District	Status	In Process
Salutation	Mr.	Type	Appointment
First Name	Haroun	Preferred Email	haroun.cowans@gmail.com
Last Name	Cowans	Other Email	haroun.cowans@gmail.com
Contact Name	Haroun Cowans	Preferred Phone	7203942341
Middle Name		Other Phone	
MMAC Trans. Mode Group			
Other boards or commissions served			

Work and Home Address

Work Address	3311 St. Paul	Home Address	3311 St. Paul
Work City	Denver	Home City	Denver
Work State	CO	Home State	CO
Work Zip	80205	Home Zip	80205

Additional Information

Are you a registered voter?	Yes	Gender	Male
If so, what county?	Denver	Other Gender	
Denver City Council District No	9	Race/Ethnicity	African American
Occupation/Employer	Managing Partner- Five Points Development Corporation	Other Ethnicity	
		Objection to appointment?	No
		Special Information	

Reference Details

Reference Name #1	Fathima Dickerson	Reference Email #1	mimid_587@yahoo.com
Reference Phone #1	7204606102		
Reference Name #2	Norman Harris	Reference Email #2	q4pmedia@gmail.com
Reference Phone #2	7203180712		
Reference Name #3	Paul Books	Reference Email #3	pbooks@palisadepartners.com
Reference Phone #3	605-929-6483		

Owner

Created By

Haroun Cowans

Haroun has extensive experience in community engagement, development, placemaking in urban environments and adaptive reuse. Haroun is a proven entrepreneur, founding, operating and divesting numerous times at a micro level. he has a combined 20+ years of experience in real estate investment and financing industry.

2404 Clarkson St | Denver, CO 80205 | haroun@fivepoints.com | 303.304.7002

Education

Commercial Series 6 and 65 License
2001-2018
Insurance License
2004-2016
Denver Seminary coursework
Master of Divinity

Professional Skills

Executive Leadership
Real Estate Broker
Proven Team Leader
Business Development
Mutual Fund and Sock Management
Private Equity Capital Raiser
Organizational Planning

Boards

Denver Department of Human Services
Denver Housing to Those
Experiencing Homelessness
Historic Denver
Denver Health Foundation
Denver Department of Human Services
Colorado Enterprise Fund
Denver African American Philanthropists
Impact Empowerment Group
Denver District Attorney Advisory Council
5280 High School
YouthBiz

Awards

Leadership and Legacy Award
Urban Leadership Foundation, 2018
Power 30 Award
Denver Urban Spectrum, 2017
Power 100 Award, Business Leaders
Denver Urban Spectrum, 2012
Business Community Award
Denver Urban Spectrum, 2008

Experience

The Flyfisher Group Denver, CO | 2018 - Present

Chief Real Estate Officer

- Participate in strategic direction and leadership of The Flyfisher Group and its network of entities
- Oversee all purchased (\$200m+) and managed (\$500m+) real estate

Managing Director, Five Points Development Corporation

- Lead and oversee team driving community development and real estate projects in the Five Points Cultural Historic District of Denver
- Lead and oversee property management and brokerage of owned property along the Welton Corridor
- Oversee all development projects and status, including The Rossonian hotel and several other major development projects
- Guide entity strategy and progress

NAI Shames Makovsky Denver, CO | 2017 - 2019

Commercial Real Estate Broker

- Attracted institutional clients for purchase
- Represented Family Offices and accredited investors for brokerage service
- Assembled and aggregated properties for purchase

Impact Empowerment Group Denver, CO | 2013 - 2019

Executive Director

- Oversee and manage the vision of seeing thousands of children growing up in safe, beautiful communities where they can become highly successful leaders of peace
- Manage all staff, events and operations for the organization

US Bank Denver, CO | 2005 - 2008

Branch Manager

- Managed branch with an average of \$40M in monthly deposits
- Received superior customer service satisfaction scores for 8 consecutive quarters
- Increased monthly staff retention rate by 80% after implementing new training programs
- Increased new bank relationships within the local community 220% by executing quarterly promotions
- Increased overall annual sales 35% by incorporating several quality process improvements within the branch



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BAC-5824

Board Name	Five Points Business Improvement District	Status	New
Salutation	Ms.	Preferred Email	lashelta@zozogroup.com
First Name	LaSheita	Other Email	
Middle Name		Preferred Phone	7209334441
Last Name	Sayer	Other Phone	
Contact Name	LaSheita Sayer	DOB	██████████
MMAC Trans. Mode Group		SSN	██████████
Other boards or commissions served		Party Affiliation	

Work and Home Address

Work Address	2590 N. Washington St	Home Address	1720 E. Dartmouth Ave
Work City	Denver	Home City	Englewood
Work State	CO	Home State	CO
Work Zip	80205	Home Zip	80113
		County	Arapahoe

Additional Information

Are you a registered voter?	Yes	Gender	Female
If so, what county?	Arapahoe	Other Gender	
Denver City Council District No	9	Race/Ethnicity	African American
		Other Ethnicity	
		Objection to appointment?	No
		Special Information	

Employment Information

Employer	ZoZo Group
Position	Owner
Business Phone #	7209492020

Education and General Qualifications

Name of High School		Name of Graduate School	
Location of High School		Location of Graduate School	
# of Years Attended		# of Years Attended	

High school

Graduate School

Did you Graduate High School

Did you Graduate

Graduate Major

Name of College CU Denver
 Location of College Denver
 # of Years Attended College 2
 Did you Graduate College Yes
 Undergrad Major Marketing and International Business

Reference Details

Reference Name #1 Lori Collier Reference Email #1
 Reference Phone #1 7203004014 Reference Address #1 19080 e 43rd ave, Denver Co 80249

Reference Name #2 Nanci Kerr Reference Email #2 nkerr@skytground.com
 Reference Phone #2 3035921122 Reference Address #2 4529 W. 37th Place Denver Co

Reference Name #3 Wil Alston Reference Email #3 theprshop@comcast.net
 Reference Phone #3 7208917838 Reference Address #3 2910 Clermont St. Denver CO 80207

Agree to a background check

Owner Denver Integration

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Notes & Attachments

Resume LSayer - ZoZo Officer 7-15.pdf

Type Attachment

Last Modified Denver Integration

Description

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LASHEITA SAYER

ZoZo Group Marketing Officer & Founder
lasheita@zozogroup.com

SUMMARY OF EXPERIENCE

As the founder and principal of ZoZo Group LLC, LaSheita Sayer applies her 18 years marketing communications and project management experience to direct and lead a diverse team of creative talents, in public outreach, public involvement and public relations for over 100 publicly funded construction projects. She is a graduate of University of Colorado School of Business with a degree in marketing and international business. LaSheita has specialized training in strategic planning, project management, crisis communication, public speaking and internet marketing.

PROFESSIONAL EXPERIENCE

Marketing Officer and Founder 5/2003–Present ZoZo Group, llc., Denver, CO
Work experience includes public information and community outreach on several major, high visibility Colorado Department of Transportation (CDOT) construction projects, including US36 Lyons to Estes Park flood repairs, I-25 North Metro Denver Managed Lanes and the I-70 Eagle Interchange.

Marketing Program Manager 12/2000–9/2001 SAN Valley Systems, Inc., Campbell, CA

Marketing Programs & Project Manager 9/1997–8/2000 Command Audio Corp., Redwood City, CA

AWARDS

2014 Society for Marketing Professional Services IGNITE Award for Marketing Excellence
Category: Promotional Campaign, RFTA Public Outreach

CERTIFICATIONS AND SPECIALIZED TRAINING

Project Management – How to Manage Projects	1992
Impactful Presentations & Effective Meetings	1999
Microsoft Access Database Level I, & II	2002
How Adults Learn – Adult Learning Theory	2003
International Marketing, Law, Sales, Negotiation	2006
Strategic Search Engine Marketing (SEM)	2007
Pay Per Click (PPC) Campaign Management	2007
Search Engine Optimization Analysis	2008
Crisis Communication	2013

VOLUNTEER/LEADERSHIP EXPERIENCE

African American Leadership Institute	PR & Event Volunteer Coordinator
Judicial Performance Commission	Member and Vice Chair
Colorado Bar Association	Ethical Marketing Speaker
SEMPO	Chair – Colorado Working Group
Red Cross	Crisis Communication Volunteer

PROFESSIONAL MEMBERSHIPS

COMTO	Conference of Minority Transportation Officials
CBCC	Colorado Black Chamber – Black Construction Group
SMPS	Society for Marketing Professional Services

EDUCATION

12/2006	B.S. Int'l Business and Marketing	University of Colorado	Denver, CO
06/2006	International Business Certificate	Grenoble School of Business	FRANCE
06/1999	Associates Degree	De Anza College	Cupertino, CA
08/1997	Marketing Management	UCSC Extension	Santa Cruz, CA



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BAC-5013

Board Name	Five Points Business Improvement District	Status	In Process
Salutation	Mr.	Type	Appointment
First Name	Ryan	Preferred Email	ryan@coffeeatthepoint.com
Last Name	Cobbins	Other Email	
Contact Name	Ryan Cobbins	Preferred Phone	303-524-0888
Middle Name		Other Phone	
MMAC Trans. Mode Group			
Other boards or commissions served			

Work and Home Address

Work Address	710 E. 26th Ave.	Home Address	2323 N. Marion St.
Work City	Denver	Home City	Denver
Work State	CO	Home State	CO
Work Zip	80205	Home Zip	80205

Additional Information

Are you a registered voter?	Yes	Gender	Male
If so, what county?	Denver	Other Gender	
Denver City Council District No	9	Race/Ethnicity	African American
Occupation/Employer	Owner/Coffee at The Point	Other Ethnicity	
		Objection to appointment?	No
		Special Information	

Reference Details

Reference Name #1	Councilman Albus Brooks	Reference Email #1	albus.brooks@denvergov.org
Reference Phone #1	720-337-7709		
Reference Name #2	Michael Borgelt	Reference Email #2	mborgelt@gmail.com
Reference Phone #2	303-349-4233		
Reference Name #3	Hilary Zwart	Reference Email #3	hilary@coffeeatthepoint.com
Reference Phone #3	720-432-1820		
Owner	Denver Integration	Created By	Denver Integration, 4/13/2019 6:31 PM



(Welton & 27th Street)
710 East 26th Avenue
Denver, Colorado 80205
p: 303-955-2237
f: 303-955-1953

Ryan D. Cobbins, Owner & CEO
Ryan@CoffeetThePoint.com

Five Points Business Improvement District Board Member Application

- 1) Name: Ryan D. Cobbins
- 2) Home Address: 2323 N. Marion St., Denver, CO 80205
- 3) Email Address: Ryan@CoffeetThePoint.com
- 4) Are you a registered voter? Yes
 - a. County: Denver County
- 5) Colorado Driver's License No: [REDACTED]
- 6) Denver City Council District No.: Denver District 9
- 7) Ethnicity/Race: Black
- 8) Highest Level of Education or Degree earned: Master's degree in Business Administration
 - a. Year Completed: 2008

Please list your memberships, organizations, volunteer activities (include past or present).

Ryan is involved with several nonprofit Board of Directors. These boards include:

- Vice-Chair of the Five Points Business District Board of Directors
- Founding board member of VEGA Collegiate Charter School
- Executive & Finance Committee Member on the Board of the Colorado Children's Campaign
- Board Member of The Civic Canopy
- Board of Trustees of St. Elizabeth K-8 School
- Board Member of the DRI Good (Denver Retail Incubator)
- Community Professionals Board of Heart & Hand Center for Youth and Their Families

In addition, Ryan spent 20 years being a paid High School Boys Basketball Coach in the Denver metro area.

References: List 3 persons not related to you whom you have known at least one year:

- Councilman Albus Brooks, 2855 Tremont Place, #201, Denver, CO 80205, 720-337-7709
- Hilary Zwart, 710 E. 26th Ave., Denver, CO 80205, 720-432-1820
- Sharon Knight, Hope Communities, 2543 California St., Denver, CO 80205, 303-860-1914

Do you own commercial property or a business within the FPBID Boundaries?

Yes

Please list the address and the length of time you have been engaged in the Five Points area.

Coffee at The Point, 710 E. 26th Ave., Denver, CO 80205

9 years

If you own a business, please describe the nature of your business.

Coffee at The Point is a coffee and wine lounge at the heart of the Five Points community. The shop is over eight years old and features 3,000 square feet of space, free WiFi, the luxury of free covered parking, an experienced staff, a large shaded patio, and a broad menu that includes beer, wine, gelato, sandwiches, and more. The Point is community inspired and community driven as it donates over 95% of space to community organizations, nonprofits and other meeting groups.

Tell us your reasons for wanting to be on the FPBID Board.

Ryan has followed the creation of the Business Improvement District process closely as a member of the Five Points Business District Board of Directors. Ryan continues to follow the BID process through regularly attending Board meetings. In addition, Ryan plays a role, as others due, as a member of the Advisory Council to the BID Board.

Ryan has a strong commitment to community. This commitment has led Ryan to being a positive influencer in the neighborhood. Ryan is involved on several Five Points community driven organizations such as being on the Heart & Hand Professionals Board and the Five Points Jazz Fest Committee. Ryan wishes to continue his community involvement through the BID Board.

With having a business located at the heart of the Five Points neighborhood, Ryan has a strong interest in ensuring the continued positive growth of the neighborhood. Ryan has a good grasp on the many facets and issues surrounding the neighborhood from being heavily involved over the last several years.

Ryan would like to continue his involvement with the FPBID Board considering the hiatus of the Five Points Business District Board. In addition, Ryan will roll-off two other Boards by March 30, 2019. Ryan has the ability, strength, and time to be valuable member of the FPBID Board.

Describe the skill sets and strengths you would bring to the board.

Ryan has experience and strengths in communication, leadership, and operations that would be an asset to the FPBID Board. Ryan has experience in many facets of governance and Board involvement with being part of several Board committees. These committees include being an Executive Committee member of the Five Points Business District, Colorado Children's Campaign, and Vega Collegiate Academy, Finance Committee member of the Colorado

Children's Campaign, and being involved with several sub-committees. This well-rounded experience has allowed Ryan to step into just about any facet of Board involvement, engagement, and governance.

Please disclose any potential "conflicts of interests".

None.

Special Info: Is there anything that would adversely affect public confidence in your appointment or service?

No

Signature:  _____

Date: 3/14/19 _____



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BAC-5834

Board Name	Five Points Business Improvement District	Status	New
Salutation	Mr.	Preferred Email	pbooks@palsadepartners.com
First Name	Paul	Other Email	
Middle Name		Preferred Phone	6059296483
Last Name	Books	Other Phone	
Contact Name	Paul Books	DOB	██████████
MMAC Trans. Mode Group		SSN	██████████
Other boards or commissions served	Five Points Business District	Party Affiliation	

Work and Home Address

Work Address	1127 Sherman St #100	Home Address	5201 Bow Mar Dr
Work City	Denver	Home City	Bow Mar
Work State	CO	Home State	CO
Work Zip	80203	Home Zip	80123
		County	USA

Additional Information

Are you a registered voter?	Yes	Gender	Male
If so, what county?	Arapahoe	Other Gender	
Denver City Council District No	N/A	Race/Ethnicity	Caucasian
		Other Ethnicity	
		Objection to appointment?	No
		Special Information	

Employment Information

Employer	Palisade Partners
Position	President
Business Phone #	6059296483

Education and General Qualifications

Name of High School	Washington High School	Name of Graduate School	Denver University - Daniels College of Business
Location of High School	Sioux Falls SD	Location of Graduate School	Denver, CO

2/20/2020

BAC-5834 - Salesforce - Performance Edition

of Years Attended High school 4
Did you Graduate High School Yes

of Years Attended Graduate School 1
Did you Graduate Yes

Graduate Major Masters Real Estate and Construction Management

Name of College Claremont McKenna College
Location of College Claremont, CA
of Years Attended College 4
Did you Graduate College Yes
Undergrad Major Economics-Math and Finance Sequence

Reference Details

Reference Name #1 Dan Craine
Reference Phone #1 720.457.2012

Reference Email #1 dan@crainearch.com
Reference Address #1 2490 Welton St, Denver, CO

Reference Name #2 Albus Brooks
Reference Phone #2 (720) 220-4632

Reference Email #2 abrooks@milenderwhite.com
Reference Address #2 3651 Vine St, Denver, CO

Reference Name #3 Ryan Cobbins
Reference Phone #3 (303) 521-5555

Reference Email #3 ryan@coffeethepoint.com
Reference Address #3 710 E 26th Ave, Denver, CO 80205

Agree to a background check

Owner Denver Integration

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Notes & Attachments

200219 Paul Books Blo.pdf

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PALISADE PARTNERS, LLC

PAUL BOOKS

Founder and President

As the President of Palisade Partners, Paul is a well-known and respected player in the real estate development market in Denver, Colorado. The company was founded by Paul in 2009 amid an economic downturn, when he began purchasing and renovating existing multifamily real estate and quickly moved on to developing new construction apartments and townhomes.

In 2013, he began working extensively in Five Points, where he found his passion for community-centered development. After joining the Five Points Business District Board in 2014, he was a key player in the creation of the Five Points Business Improvement District, where he is now the president. Since completing several projects in Five Points, he's delivered much needed affordable housing, daytime activation, and inclusive retail uses, all of which preserve and showcase the rich African American history and culture of the community. Paul continues to work in Five Points and is pushing to create an active, inclusive neighborhood that maintains its cultural integrity.

Also in 2013, Paul began developing Summit Sky Ranch, a \$280 million, 416-acre, 240-unit, high-end single-family residential development in Summit County, Colorado. He continues to apply his passion for community-focused development projects with Summit Sky Ranch which is designed to bring together the majesty of the mountain landscape, the active mountain lifestyle, and a tight-knit mountain community.

A graduate of the University of Denver: Daniels College of Business with a Master of Science in Real Estate and Construction Management, Paul received his Bachelor of Arts in Economics and Math with a Finance Sequence from Claremont McKenna College.

Awards/Recognition:

2013 Project of the Year – Emerging Developer – Paul Books | Palisade Partners | B Street LoHi
2015 ULI Impact Awards Rising Star Award Winner – Paul Books
2016 Downtown Denver Partnership Award Winner – The Wheatley
2016 NAIOP Capital Markets Transaction of the Year – The Lydian
2019 NAIOP Multifamily Project of the Year – The Lydian
2019 Downtown Denver Partnership Award winner – The Lydian

Affiliations:

President, Five Points Business Improvement District
Member, Urban Land Institute
Member, Colorado Black Chamber of Commerce
Former Board member and Chairman of Historic Denver
Patrick/Bennett Reservoir Company



PALISADE
PARTNERS

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Denver, CO 80203

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WEBSITE <http://www.palisadepartners.com>