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BAC-6515

Contact Information

Contact Name	Danielle Shoots	Home Address	5993 N. Florence Street
Preferred Phone	7209897090	Home City	DENVER
Preferred Email	daniellershoots@gmail.com	Home State	CO
Other Phone		Home Zip	80238-3142
Other Email	danielle@coloradotrust.org	County	Denver
DOB	[REDACTED]	Hispanic or Latino origin or Descent?	No
SSN	[REDACTED]	Race/Ethnicity	African American
Gender	Female	Other Ethnicity	
Other Gender		Salutation	Ms.
		Party Affiliation	

Board Information

Board Name	Prosperity Denver Fund	Other boards or commissions served	
Status	New	Resigned	
Term Start Date			
Term End Date			

Work Information

Employer	The Colorado Trust	Work Address	1600 Sherman Street
Position	Vice President and Chief Financial Officer	Work City	Denver
Business Phone #	7209897090	Work State	CO
Work Email	danielle@coloradotrust.org	Work Zip	80202

Additional Information

Are you a registered voter?	Yes	Objection to appointment?	No
If so, what county?	Denver	Special Information	
Denver City Council District No	8		

Education and General Qualifications

Name of High School	Doherty High School	Name of Graduate School	
Location of High School	Colorado Springs	Location of Graduate School	
# of Years Attended	4	# of Years Attended	

High school		Graduate School	
Did you Graduate High School	Yes	Did you Graduate	
		Graduate Major	
Name of College	University of Colorado Denver		
Location of College	Denver		
# of Years Attended College	4		
Did you Graduate College	Yes		
Undergrad Major	Business Administration		

Reference Details

Reference Name #1	Akasha Absher	Reference Email #1	akasha.absher@syntrinslc.com
Reference Phone #1	9176288986	Reference Address #1	3840 York St, Suite 100, Denver CO 80205
Reference Name #2	Albus Brooks	Reference Email #2	abrooks@mitenderwhite.com
Reference Phone #2	7202204632	Reference Address #2	12655 W 54th Dr, Arvada, CO 80002
Reference Name #3	Simone D. Ross	Reference Email #3	simone@simone-ross.com
Reference Phone #3	3039106580	Reference Address #3	1160 S. Fultondale Ct. Aurora CO 80018
Agree to a background check	<input checked="" type="checkbox"/>		
Owner	Romaine Pacheco	Created By	Denver Integration, 8/25/2020 1:26 PM
		Last Modified By	Denver Integration, 8/25/2020 1:26 PM

Notes & Attachments

Danielle_Shoots_Resume (1).docx

Danielle Shoots Bio -Final.docx

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Danielle Shoots

Providing Visionary Financial and Operations Executive Leadership and Hyper-Effective Business Strategies

 720.989.7090

 www.linkedin.com/in/danielle-shoots

 daniellershoots@gmail.com

SUMMARY AND ACHIEVEMENTS

Experienced finance and business operations leader and executive with fourteen years of experience in strategic planning, process improvement and development, team development and operations management. Seasoned organizational strategist with a portfolio of finance and operational improvements saving over \$500M in operating and net cash flows across four industries. Experience in reducing administrative burdens and leading administrative functions through efficiencies. Deep knowledge of business partner and contractor relationships and compliance. Investment strategist and ROI developer. Focused and proven leader of large virtual teams with a 70% internal promotion rate for employees working in my organizations. Sought after speaker and consultant on leadership, corporate diversity and millennial influences on the market and workplace.

LEADERSHIP EXPERIENCE

Vice President and Chief Financial Officer

The Colorado Trust [08/2019 - Present]

Responsibility: Oversee a \$500 million-dollar investment portfolio and the subsequent grant making and charitable contributions of \$24 million per year. Ensure the financial model has embedded returns that allow for the long term sustainability of the mission of the endowment to ensure the citizens of Colorado achieve health equity.

Functions:

- Development of annual and five-year capital investment strategies
- Forecast returns for the long-term investment strategy of the Trust assets to ensure sustainability and long-term community impact on health inequities.
- Portfolio management through development of IRR thresholds and ROI models and implementation
- Oversee programmatic investment strategy including loan and equity investments in community and charitable assets
- Development of an annual budget operating and capital expenditures
- Develop and manage the quarterly forecast for capital cash expenditures including labor, materials and internal employee capitalized labor
- Development of business case methodology and portfolio requirements investments and grant making
- Utilize pro-forma modeling of business combinations, divestitures and other projects
- Monitor performance indicators, highlighting trends and analyzing causes of unexpected variance
- Oversee the human resource department, functions and personnel for the organization
- Oversee the information technology department, functions and personnel for the organization

Vice President, Finance and Business Operations

Comcast Cable, West Division [03/2017 - 03/2019]

Responsibility: The Comcast Cable West Division Finance and Business Operations team is responsible for the management of \$1.5B of capital expenditures, \$4M of warehouse and personnel expense and a \$500M supply

chain operation that manages the logistics of customer capital equipment and materials used for the construction of the network.

Functions:

- Development and management of a virtual team of sixty employees in seven states including four Finance Directors and one Project Management Director
- Development of annual and five-year capital investment strategies
- Portfolio management through development of IRR thresholds and ROI models and implementation processes for six regions and over fifteen investment types
- Development of an annual budget for \$2B in capital expenditures for six regions, twenty states and one thousand employees including rate/volume planning
- Develop and manage the quarterly forecast for capital cash expenditures including labor, materials and internal employee capitalized labor
- Development of business case methodology and portfolio requirements for residential construction, commercial construction, and network betterments
- Utilize pro-forma modeling of business combinations, divestitures and other projects
- Analyze current and past trends in key performance indicators including all areas of revenue, cost of sales, operating expenses and capital expenditures for network expenditures
- Monitor performance indicators, highlighting trends and analyzing causes of unexpected variance
- Improve performance by evaluating processes to drive efficiencies and understand ROI on initiatives, pricing, new product and packaging rollouts
- Develop financial models and analyses to support strategic initiatives
- Analyze complex financial information and reports to provide accurate and timely financial recommendations as a member of the Financial Leadership team.
- Oversee the division's procurement and strategic sourcing functions including supplier diversity and cash flow third party expense optimization
- Oversee the Material Management Office, a centralized just-in-time inventory worth over 400 million dollars of inventory supplied to over ninety locations in the western half of the United States.
- Oversee the customer equipment supply chain operation which supplies leased customer premise equipment to over eight million customers worth over half a billion dollars in capital assets.

Director Financial Planning and Analysis

Comcast Cable, West Division [June 2014-March 2017]

Responsibility: The Comcast Cable Corporation West Division Financial office is responsible for the development, management, analysis and reporting for a \$15B budget and forecast. The Financial Planning and Analysis (FP&A) team is responsible for the consolidation of regional budgets, forecasts and subscriber plans. The team is also responsible for strategic financial analysis including business development, product and new business profitability and margin analysis.

Functions:

- Direct the Financial Planning and Analysis team and functions including strategic finance projects and the financial analyst personnel
- Develop budgets, forecasts and reports for the profit and loss statement for the West Division of the Comcast Cable Corporation
- Develop and present product margin analysis for products and businesses in the West Division Portfolio
- Develop and present findings around business development opportunities including acquisition, divestiture and mergers
- Utilize pro-forma modeling of business combinations, divestitures and other projects

- Analyze current and past trends in key performance indicators including all areas of revenue, cost of sales, operating expenses and capital expenditures
- Monitor performance indicators, highlighting trends and analyzing causes of unexpected variance
- Improve performance by evaluating processes to drive efficiencies and understand ROI on initiatives, pricing, new product and packaging rollouts
- Develop financial models and analyses to support strategic initiatives
- Analyze complex financial information and reports to provide accurate and timely financial recommendations to management for decision making purposes
- Perform cost benefit or breakeven analysis on specified projects
- Participate in cross-functional efforts within finance, marketing, customer experience and project management to improve reporting, planning, and analysis capabilities
- Strategic planning and product financial planning to inform the annual West Division long range plan

Chief Fiscal Officer (CFO)

Colorado Department of Health and Environment [06/2010 – 06/2014]

Responsibility: The Prevention Services Division (PSD) at the Colorado Department of Public Health and Environment (CDPHE) is the largest division at CDPHE with more than \$250M of Federal, State and private funding. The CFO exercises authority over the full range of business/administrative functions and staff for PSD, including all contractual, financial management, budgetary and legislative aspects for the funding within the Division.

Functions:

- Oversees the budget and fiscal management provided by staff fiscal officers for over 69 programs and 81 funding sources within the units/branches of PSD
- Provides senior level analysis and management as a member of the leadership team of the division
- Determines and implements policies and guidelines, oversees the development of budgets, establishes staffing and business models for the division administrative and business functions
- Supervises a fiscal and contracting staff of 27 full time equivalents
- Analyzes and develops solutions related to administrative and fiscal issues, determines necessary budget modifications and presents recommended modifications to program staff
- Preparation of legislative decision items and financial reporting, fiscal notes, Joint Budget Committee requests for information and other legislative related documents
- Uses LEAN methodologies applied to government to build and improve government administration and fiscal processes
- Responsible for 51 new or improved fiscal processes
- Offers solutions and proposals for standard processes to department leadership including development of department procedures for time and effort reporting and collection of maximum indirect costs using a multi-tiered indirect rate for the first time in department history
- Using market, environment, customer and legislative data and trend analysis to prepare ongoing financial forecasts for the division and the department
- Cash revenue forecasting and management including cash fund rolling balances and projections
- Management and oversight of the division's payroll, personnel, purchasing, budgeting, accounting and contracting and grant making functions.
- Created and monitored grant and operating budgets for assigned programs, determined and controlled funding to be used for various program budget line items and staff positions, performed expenditure analysis and coordinated split appropriation funding with other programs to achieve overall goals
- Interpreted State procurement rules to prepare and solicit for goods and services from outside vendors and contractors, formulated, recommended, and developed contract language and scope for a wide range of

contractors, developed and oversaw the process for program review and financial monitoring of contractors and vendors

- Oversee the operations team of the division including the oversight of the human resources and administrative function
- Annual audit preparation

Financial Analyst

Denver Health and Hospital Authority [06/2008 – 06/2010]

Program Finance Coordinator

Open Door Youth Gang Alternatives-Non-Profit [9/2005 – 6/2008]

EDUCATION and CERTIFICATIONS

B.S. Business Administration, University of Colorado

Denver, CO

Certified Federal Financial Management Officer, Management Concepts

Denver, CO

Training Certification (Training certifications have been received in the following courses):

Managing Federal Grants and Cooperative Agreements, Federal Cost Principles, Federal Uniform Administrative Requirements, Federal Audit Boot Camp, Sub-recipient Monitoring, Advanced Federal Costs Principles, Business Management Systems, LEAN for Business and Government, Preparing Indirect Cost Proposals for State and Local Governments, A-133 Auditing

PROFESSIONAL SKILLS: LEAN Process Improvement, Customer Focused Financial Management, Leadership, and Personnel Management Essbase, Smartview, Access, Tableau, MS Word, Excel, PowerPoint, Access, Outlook, LAWSON Accounting System, Financial Reporting Systems, MARS, KRONOS and the Colorado Financial System (COFRS) Accounting System,

Executive Board Experience

President, Board of Directors
Mile High Ministries

Denver, CO
07/2015 - Present

Executive Board of Directors
Women's Foundation of Colorado
Co-Chair- Programmatic Investment Committee

Denver, CO
02//2019 - Present

President, Board of Directors
Engage 8

Denver, CO
03/2011 - 7/2015

Board of Directors
The Cady Foundation

Denver, CO
06/2012 - 06/2016

AWARDS AND NOTEABLES

2019 Top 25 Most Powerful Women in Business

Colorado Women's Chamber of Commerce

2017 Denver's 40 under 40 Business Leaders

Denver Business Journal

2018 Woman of the Year: Business and Community Impact

Colorado African American Elders

2017 Ted Talk Presenter

TedXMile High, Denver CO

2013 Executive Director's Award

Colorado Department of Public Health and Environment

2011-2019 Youth Mentor

The Challenge Foundation

2011-2016 Volunteer Grant Writer

Various Nonprofit Organizations in Denver

2015-2017 Volunteer Executive Director

Engage Denver



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BAC-6043

Contact Information

Contact Name	John Kechriotis	Home Address	385
Preferred Phone	3032429648	Home City	Denver
Preferred Email	john.kechriotis@gmail.com	Home State	CO
Other Phone	3032429648	Home Zip	80218
Other Email	john.kechriotis@gmail.com	County	Denver
DOB	[REDACTED]	Race/Ethnicity	Caucasian
SSN	[REDACTED]	Salutation	Mr.
Gender	Male	Party Affiliation	Unaffiliated
Other Gender			

Board Information

Board Name	Denver College Success Corporation	Other boards or commissions served	Edt this text
Status	New	Resigned	
Term Start Date			
Term End Date			

Work Information

Employer	Self	Work Address	385, Gilpin Street
Position	Attorney	Work City	Denver
Business Phone #	3032429648	Work State	CO
Work Email		Work Zip	80218

Additional Information

Are you a registered voter?	Yes	Other Ethnicity	
If so, what county?	Denver	Objection to appointment?	No
Denver City Council District No	10	Special Information	

Education and General Qualifications

Name of High School	Peoria Richwoods	Name of Graduate School	University of Denver College of Law
Location of High School	Peoria Illinois	Location of Graduate School	Denver Colorado
# of Years Attended High school	4	# of Years Attended Graduate School	3
Did you Graduate	Yes	Did you Graduate	Yes

High School

Graduate Major Law

Name of College University of Illinois
 Location of College Champaign-Urbana Illinois
 # of Years Attended College 4
 Did you Graduate College Yes
 Undergrad Major Communications

Reference Details

Reference Name #1 John Hereford
 Reference Phone #1 7208391390

Reference Email #1 john.hereford@gmail.com
 Reference Address #1 426 Gilpin Street Denver CO 80218

Reference Name #2 Steve Kurtz
 Reference Phone #2 3038885850

Reference Email #2 stephen.kurtz@musclesound.com
 Reference Address #2

Reference Name #3 Theresa Pena
 Reference Phone #3 3038807089

Reference Email #3 tpena@comcast.net
 Reference Address #3

Agree to a background check

Owner Romaine Pacheco

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Last Modified By Maya Thayer, 7/14/2020 12:19 PM

Notes & Attachments

JohnKechriotisResume.doc

KechriotisBiographyFinal2.docx

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JOHN H. KECHRIS

385 Gilpin Street
Denver, Colorado 80218
(303) 242-9648
john.kechris@gmail.com

EDUCATION

University of Denver College of Law
Denver, Colorado
Juris Doctor, 1994

University of Illinois
Champaign, Illinois
Bachelor of Arts, 1990

EMPLOYMENT

Zoma Holdings, LLC (Family Office for Ben and Lucy Ana Walton)
Denver, Colorado, August 2013 – January 2018
General legal counsel and management of the family business office for Ben and Lucy Ana Walton, including all aspects related to real property and aviation assets, investments, political activity, management of personnel, assistance with philanthropic efforts, amongst other duties and responsibilities.

Denver Public Schools
Office of the General Counsel
Denver, Colorado, November 2006 – July 2013
General Counsel
Responsibilities focused on strategy, policy, and legal counsel to the Superintendent and Denver Public Schools Board of Education. Practice areas included: (1) labor law, including collective bargaining with organized labor union groups; (2) employment law; (3) transactional / contract law; (4) election law; (5) constitutional law; (6) education / school law; (7) Colorado Sunshine Law; (8) public finance law; and (9) legislative agenda. Managed 5 attorneys and 3 legal secretaries / paralegals. Managed major policy, operational, and governmental relations for the Superintendent. Board of Trustees, Denver Public School Retirement System (February 2008-December 2009)

Kennedy Childs & Fogg, P.C.
Denver, Colorado, February 2000 – November 2006.
Attorney / Shareholder / Vice-President. Civil litigation practice in 40+ attorney firm, focusing on defense of professionals in malpractice claims, with a secondary practice in commercial litigation.

Office of the State Attorney, Twelfth Judicial Circuit, State of Florida
Sarasota, Florida, January 1995 - November 1999
Assistant State Attorney – Felony Division. Successfully prosecuted 81 of 85 jury trials.

ADMISSIONS & ORGANIZATIONS

State of Florida Bar (1994); State of Colorado Bar (1996); U.S. District Court (Colorado) (2000).
Board of Governors, Colorado Bar Association (2010 – 2013)
Co-Chairman, Education Committee, Denver Bar Association (2008 – 2013)
Board of Trustees, Vice President, Graland Country Day School (2012 – 2019)
Board of Trustees, Denver Children Advocacy Center (2012 – 2014)
Board of Trustees, Compass Academy Charter School (2015 – 2018)
Board of Trustees, Denver College Success Corporation (2019 – Present)