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## BAC-6680

### Contact Information

Contact Name	Dennis Gonzalez	Home Address	4249 Stuart St
Preferred Phone	3032462329	Home City	Denver
Preferred Email	iamgonzoman@gmail.com	Home State	CO
Other Phone		Home Zip	80212
Other Email	gonzalezdennisr@gmail.com	County	Denver
DOB	[REDACTED]	Hispanic or Latino origin or Descent?	Yes
SSN	[REDACTED]	Race/Ethnicity	Hispanic
Gender	Male	Other Ethnicity	
Other Gender		Salutation	Mr.

### Board Information

Board Name	Colfax Business Improvement District Board of Directors	Other boards or commissions served	Business Improvement District Colfax Board of Directors
Status	New	Resigned	
Term Start Date			
Term End Date			

### Work Information

Employer	SportUnderwriters.com	Work Address	2047 Saranac Ave, Suite 201
Position	Underwriter	Work City	Lake Placid
Business Phone #	518-578-6562	Work State	NY
Work Email	dennis@sportunderwriters.com	Work Zip	12946

### Additional Information

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

### Education and General Qualifications

Name of High School	Columbine HS	Name of Graduate School	
Location of High School	Littleton	Location of Graduate School	
# of Years Attended High school	3	# of Years Attended Graduate School	
Did you Graduate	Yes	Did you Graduate	

High School

Graduate Major

Name of College Colorado State University  
 Location of College Ft. Collins, CO  
 # of Years Attended College 4  
 Did you Graduate College Yes  
 Undergrad Major Spanish

Reference Details

Reference Name #1 Mike Kappler Reference Email #1 kepler.mcsa@gmail.com  
 Reference Phone #1 303-902-7941 Reference Address #1 longmont CO

Reference Name #2 Michael Tinker Reference Email #2 mdtinker@gmail.com  
 Reference Phone #2 303-941-9241 Reference Address #2 LoHi Denver

Reference Name #3 Patrick Russell Reference Email #3 wrongmontrussell68@gmail.com  
 Reference Phone #3 720-936-4762 Reference Address #3 Longmont CO

Agree to a background check

Owner Romaine Pacheco

Created By Denver Integration, 9/24/2020 8:13 AM

Last Modified By Denver Integration, 9/24/2020 8:13 AM

Notes & Attachments

Dennis Resume - WCBID.pdf

Type Attachment  
 Last Modified Denver Integration  
 Description  
[View file](#)

# Dennis R. Gonzalez

4249 Stuart Street Denver CO 80212

Phone: (303) 246-2329 / E-Mail: [gonzalezdennistr@gmail.com](mailto:gonzalezdennistr@gmail.com)

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## Recent Employment History:

### **Sportunderwriters.com, Program Administrator Underwriter, 01/2010 –Present**

Manage sales, marketing, business development and program underwriter for 3 carrier products to rate, quote, bind and service broker's accounts for an online focused program administrator insurance provider delivering sports and special event products to insurance agents and brokers nationwide.

- Program administrator for 3 carriers, managed all 350 of Sport Underwriters authorized brokers submissions which include underwrite, rate, quote, bind, issue, and service policies on behalf of the carrier, up to their written authority
- As an MGA administrator underwriter I handled the all underwriting, rates, quotes, binding, issuing, and servicing policies on behalf of the carrier, up to their written authority

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### **Keeping It Clean, Inc, Managing Partner, 2008-2013**

Provided Denver area property management companies and local builders with unit make ready services which included painting, cleaning and carpet cleaning services.

- Identified and developed customer relations between property managers and the services offered by Keeping It Clean.
- Responsible for growth, stability, direction and everyday operation of the business. This included meeting with employees, property managers and owners, service vendors and product suppliers.
- As a managing partner hiring, firing, setting budgets and comparing actual income and expenditures, administrative duties to include inventory reports, tax record keeping, payroll and paying the suppliers invoices.
- Marketing included networking, direct selling and entertaining clients

### **The Camp Team Sports Insurance, Producer/Agent, 2001 – 2009**

Reported directly to the President/COO of Camp Team Insurance Agency, a specialty lines brokerage providing retail and wholesale insurance services in the sports and entertainment market. Completed a 5 year turn around agreement and set the company on track toward sustainable profitability and sales growth.

- Effectively managed all aspects of company operations including Sales, Marketing, Accounting, Customer Service, Product Development, Finance, and Underwriting.
- Insurance Sales – Sports related, commercial and personal lines of insurance.
- Director of Amateur Sports.
- Developing all marketing materials including paper mail outs, emails, internet website updates with web master and general verbiage used every day on the internet and phone to maintain client interest.
- Maintaining direct contact with all prospects & current customers.
- Doubled agency premium in 2005, 2006 & 2007.
- Supervisor of two Spanish-speaking employees. Reporting to and from agency owner and assuring that there are no interpretation errors amongst company employees and management.

- Translating and interpreting documents and Insurance policies for Spanish-Speaking customers.
- Secured financing, and restructured the company to return it to profitability with a sustainable and scalable infrastructure.
- Returned the company to positive cash flow and profitability, reversed a negative sales trend, and created consistent sales growth within 12 months.
- Effectively reduced staff and operating costs by over 50%, and simultaneously improved marketing of products and customer service.
- Realigned carrier relationships to increase commissions, established more competitive pricing and coverage for core insurance programs, redesigned product offerings to more effectively meet customer requirements, and gained more visibility and control over claims and program profitability.
- Developed an e-Commerce marketing and sales channel, and effectively expanded a high volume, small premium-per-client block of business.
- Successfully expanded the scope of company operations and gained market share in a soft, competitive niche market.

### **Aconcagua Language Solutions, Inc., President 2001 – 2008**

Provided contract, turn around consulting services to distressed companies. Provided services for four different clients before accepting a full time position as COO of Gagliardi Insurance Services.

- Specialized in streaming operations to restore positive cash flow and profitability as quickly as possible through reductions in staff, renegotiation of vendor contracts, and reduction or elimination of non value added activities.
- Implemented technology solutions that included the development and integration of customer relationships management, customer web fulfillment, accounting, and warehouse management systems.
- Contracted interpreters ready to do interpretation, translation and transcription in more than 15 languages.
- Specialized in medical, legal and social services interpretation and Translation..
- Spanish and English interpretation on phone, computer or in person.

### **Education:**

#### **Bachelor of Arts – Spanish and Liberal Arts**

- Colorado State University, GPA 3.25, 1992.
- University Of Valencia - Exchange Student – Major in Spanish 1991

### **Licenses and Professional Certifications:**

#### **Insurance License; Life, Health, Fire and Casualty**

- Resident State of Colorado. Licensed in all 50 USA States
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### **Other Relevant Experience:**

#### **Business Training Classes**

- “World’s Greatest” Marketing Seminar – 65 hour course
- Millionaire School and Note Buying Seminar 68 hour course