

## MARIO JUAREZ-INFANTE, PE

PRIVATE SECTOR YEARS OF EXPERIENCE	TOTAL	24
CITY MANAGEMENT YEARS OF EXPERIENCE	TOTAL	2
EDUCATION	M.S., Transportation Engineering, University of New Mexico, 2000 B.S., Civil Engineering, New Mexico State University, 1997 M.S., 15 credit hours, Water Resources Engineering, New Mexico State University, 2003 M.B.A., 9 credit hours, University of New Mexico, 2010	
LICENSES AND REGISTRATIONS	Professional Civil Engineer, New Mexico #15340, Texas #89084, Arizona #48616	
ORGANIZATIONS	American Council of Engineering Companies Border Industrial Association Mesilla Valley Economic Development Alliance	
ORGANIZATIONS	Chairman of the Board for the Southwestern Area Work Force Development Board, 2020 to June 2022	

### PROFILE

I am Mexican native born in Ciudad Juarez, Chihuahua and raised in Las Cruces, NM. I received my bachelor's in civil engineering in 1997 and spent a short stint with Exxon Mobile in New Orleans, LA before moving back to Albuquerque, NM in 1998. My 24-year career focus has been on public works, federal, commercial, and private development projects. In my most recent role before deciding to leave the engineering field, I served as Vice President and Municipal Services Division Service Unit Manager, overseeing the Albuquerque, Las Cruces, El Paso, and Fort Worth Municipal Services Division operations.

I had four (4) direct Operation Manager reports and 75 employees, 30 of whom are in the Las Cruces-El Paso office. To effectively recruit and retain talent, I possess a strong focus in early talent identification and recruitment from High School and the in-state Universities. Commitment, work ethic, and personal relationship building defines my culture. Today, I work with local communities in identifying the need, financing, implementation strategies, work plan and schedule, funding application assistance, and project execution. I am skilled at leading teams in the area of full project development including marketing, branding, financial legal counsel, public engagement, and project lobbying in both the private and public sector. More importantly to the City of Sunland Park's City Manager's position, I understand Municipal government, Infrastructure Capital Improvement Planning (ICIP), Budgeting, Zoning Regulations and City Codes, Open Meetings Act, and the many aspects of managing department directors, budget, and policy enforcement.

### PURPOSE

I am interested in being considered for the City Manager position. In my recent career, I worked closely with the city and several key team members, to secure, master plan, and commence the development of Multi-generational Complex, Rio Grande Trail Master Plan and the Entertainment District. I was blessed in my 24-year career, and now have a renewed purpose to serve as a public servant at the will of this City Council, to move the City in the areas of annexation, updating its city codes and Sub-division Regulations, economic development, workforce development, and working to attract new industries and job creation.

### BUSINESS LEADERSHIP SKILLS

**January 5, 2015, to Present:** Opened a four-person office in Las Cruces, NM, establishing Wilson & Company's presence. Have successfully grown the office in both headcount and cross-disciplines, with approximately 20 full-time employees and five part-time employees, and adding over \$4M in total revenue.

**June 15, 2020, to Present:** Opened a four-person office in El Paso, TX, establishing Wilson & Company's presence in western Texas. Have successfully grown the office in both headcount and cross-disciplines, with approximately 10 full-time employees, and adding over \$1.8M in total revenue.

## MUNICIPAL GOVERNMENT SKILLS

**Operations and Budget:** City revenue sources are limited to the Municipal Local Options Gross Receipts Taxes Act, and firmly believe that pairing those options, with aligned economic and workforce development, will generate more revenues. Increased revenues grant the city greater ability to provide higher quality public services and infrastructure. I offer the fundamental skills in budget preparation and control, adherence to City Policy, and audit compliance. The City recently completed a Strategic Plan, which is a great tool in guiding the City's Vision and Purpose into the future in areas of personal management, City Administration, economic and community development, permitting, sub-division regulations, zoning, and quality of life investments. The City's recently approved General Obligation Bond is a first opportunity to engage the public's input, leverage state and federal funding, and invest in public infrastructure, fire and safety, and recreational facilities at a level not done before.

**Open Meetings Act and Management:** Local government is a transparent environment, where the Board of Trustees is charged with policy while the City Manager executes and operates at the will of the Board. The Open Meetings Act requires that public business be conducted in full public view, that the actions of public bodies be taken openly, and that the deliberations of public bodies be open to the public. I possess the knowledge and skill to conduct City business in accordance with statutory mandates and experienced in leading both professionals and non-professionals in accomplishing great things.

**Legislative Government and Regional Collaboration:** Building long-trusting relationships with our area state legislators and congressional delegation is crucial for the City of Sunland Park. I am experienced, confident, and have a proven track record at both the state and federal level. To move the city into the next inflection point, we must build local, state and federal relationships to effectively annex more area, develop a centralized City Hall and Safety Complex, set up and offer training and education for local workforce, and develop the Entertainment District.

## FINANCIAL SKILLS

**2022 Financial Metrics:** As Service Unit Manager, I was responsible for developing my annual budget, staffing, financial performance goals in alignment with the Company's 10-year multi-horizon growth plan and annual playbook. The financial metrics for 2022 include:

- Total Revenue: \$11,365,000
- Labor Revenue: \$9,904,000
- Expenses: \$1,461,000
- Return on Net Revenue: 12.47%
- Net Income: \$1,327,000

## TECHNICAL PROJECT RESUMES

My project experience is varied. I have worked in the K-12 and Higher Education, Federal, Sports and Recreational Facilities, Commercial and Retail Land Development, Municipal Public Works, and Class I Railroad. Below is a brief summary of highlighted projects:

- Dos Lagos, a 112-acre master planned development led by the City of Anthony. I serve as the overall Program and Project Manager.
- Heroes Park, a 2-acre master planned development that provides flood control and promotes the outdoor recreational and agriculture value added economy.
- NMDOT Chihuahua/New Mexico Border Master Plan, Senior engineer.
- NMDOT Santa Teresa Border Area Transportation Needs. Assessment and Strategic Plan (STBAT Strategic Plan), Principal and Project Manager.