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# Arthur J. Paterson

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Education	<p>BS Management and Economics (1983), Elmhurst College, Elmhurst, IL Completed BOMA Real Property Administrator classes 2, 3, 6, and 7. Home Energy Rater Training and the RESNET National Rater Exam, Kansas Building Science Institute LEED training Central New Mexico Community College New Mexico Real Estate Commission Instructor Training</p>
Licenses	<p>New Mexico Real Estate Broker's License New Mexico General Contractor's License LEED Accredited Professional Certified Home Energy Rating System "HERS RATER"</p>
Experience	<p>Current Walt Arnold Sperry Van Ness. I am a commercial real estate broker specializing in office, industrial, and retail sales and leasing. I am the LEED AP for the office</p> <p>1995- Current AJP Development LLC is active in the sustainable building industry. I am currently approved to teach and am teaching "What is LEED to Commercial Real Estate Brokers," and have taught exam prep for Edison Energy. I am also a HERS Rater, and active in performing weatherization and home energy audits. I was the qualifying broker of AJP Development LLC. I specialized in commercial real estate sales and leasing. During this time I co-listed 3 commercial office buildings of over 100,000 square feet with Real Estate Advisors and sold the Comanche Business Park for over \$15,000,000.00 which was the largest flex industrial building sale for the year 2007. In 1995 I became a general contractor and built homes in Edgewood and the Primrose subdivision in North Albuquerque Acres.</p> <p>2001 – 2005 <i>Vice President Goodman Realty Group</i>, I headed up the leasing division of Goodman Realty Group and handled all of the outside brokerage business with my team. I was the inside leasing broker for over one million square feet of retail space, two hundred seventy thousand square feet of office space and sixty thousand square feet of office warehouse space. We leased 100% of our office portfolio and over 90% of our retail portfolio. Our main focus the end of 2005 was to complete the Forest Service existing lease of 106,000 and prepare the response for the second RFP sent out by the Forest Service. In 2004 we had completed over ½ million square feet of transactions.</p>

1998 – 2001

Gulfstream Worldwide Services *Qualifying Broker, Property Manager, Maintenance & Construction Supervisor*. Oversaw all real estate transactions through Gulfstream Worldwide Realty and Gulfstream Worldwide, Inc. Managed over ½ million square feet of commercial property. I also helped oversee the maintenance and construction of tenant improvement projects, bid and negotiated contracts for the properties, and worked on the Landis & Geer, Trane, and Honeywell energy management systems.

1997 – 1998

BGK Asset Management *Property Manager*. Managed commercial office buildings and retail shopping centers throughout Albuquerque for BGK Asset Management Corp. Responsibilities include purchasing, collections, budgeting and budget adherence, negotiating lease renewals, tenant relations, contract supervision, bidding, and overseeing capitol improvements.

1985 – 1995

Traverse Management Services Ltd., *Vice President*. I was the Vice President of an “in house” property management company, owned by the development company Traverse Management Services, Ltd. My responsibilities included overseeing the company, hiring employees, purchasing, bidding, budgeting, cost control, and training of the maintenance and management staff. I supervised crews as well as contractors. My duties also included the rehab of apartment buildings, supervising new construction, and office improvements. I oversaw four apartment complexes in Texas, Arizona, and New Mexico. I managed two class “A” office buildings in Albuquerque, totaling 150,000 square feet. I was responsible for contract negotiations, tenant improvements, marketing, and lease administration. I also analyzed businesses, developed operating plans, and employee, and operation procedure manuals. In 1995 I received my general contractor’s license and I started building homes for the company as well.

#### Awards

Founding Charter Member of BOMA Albuquerque  
Third Place BOMA Building of the Year, 1988  
Current Member of the United States Green Building Education Committee for New Mexico

#### Business

##### Affiliations:

Commercial Association of Realtors New Mexico  
Leasing Information Network  
Realtors of New Mexico  
RESNET  
United State Green Building Council New Mexico Education Committee