



Jeffrey Lowden

JEFFREY LOWDEN

www.JeffreyLowden.com

Sky West Real Estate Services, LLC

Jeffrey Lowden, CEO & Founder

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Testimonials

Jeffrey Lowden brings more than just a spark in his step and momentum to his deals, he has the personal experience from solid investing in his own deals to know what is a good deal for his clients and partners". -David Wasick

"He has the gift when it comes to working with real estate and knows what he is doing to help his clients make money". --Justin Greenberg

"Jeffrey gets to know his clients and their desires and wants. His high level of service is evident in his communication. He showed me one property and it was absolutely perfect. Thank you for making it so easy for me to open my office!"
- Jeremy Ochsner

"Jeffrey Lowden is a Knowledgeable and experienced advisor in the world of commercial real estate. He is my first call and my only call."
- Cory Semel

BIOGRAPHY

**Owner · Property Manager · Licensed Real Estate Broker
Certified Real Estate Consultant**

SUMMARY OF QUALIFICATIONS

The driving force behind development and growth of Sky West Real Estate Services, LLC. Business experience across the globe, including United States, Europe, Asia, and Middle East. Decision maker with demonstrated ability to select, acquire, and develop residential, commercial, and industrial real estate; anticipate, identify, and analyze market trends; devise multi-faceted marketing strategies; and dramatically increase revenues in competitive environments. Special talent for maximizing profit-making opportunities. Excellent communication, negotiation, and relationship building skills, reinforced by outstanding reputation for integrity and Corporate-level contacts. Solid academic foundation highlighted by Master of Business Administration in Real Estate and Construction Management from University of Denver.

AREAS OF EXPERTISE

- Real Estate Development
- Construction/Builder Relations
- Property Management
- Contract Negotiation
- Market/Competitive Analysis
- Buying & Selling through Brokerage Services
- Human Resources
- Budgeting/Financial Administration
- Financial Analysis
- Strategic Planning
- Inventory Control
- Marketing/Advertising/Media Buying

REAL ESTATE EXPERIENCE

SKY WEST REAL ESTATE SERVICES, LLC, Los Angeles, CA
Founder

1990-Present

- Companies include: Emerald Assets, Regal Holdings, The Dunes Business Park, Sky West Investments, LLC, Sky West Real Estate Services, Sky West Brokerage, Inc. & others.
- Founded NV, CA and Idaho organizations that acquires, invests, develops, and sells real estate assets in Nevada, California, Idaho and Arizona.
- Identify properties for possible acquisition, perform market and financial analysis, negotiate with sellers, hire contractors, and oversee construction process.
- Select building materials, work with architects on space planning and design, and oversee listing and selling of properties.

Projects include:

www.ChampionOfChampions.net
www.MindenGatewayCenter.com
www.SierraVistaRanches.com
www.TheWaterfrontBoise.com
www.SkyWestServices.com
www.SkyWestBrokerage.com
www.AirportGardens.com

WEYERHAEUSER MORTGAGE, Reno, NV
Loan Originator

1993-1995

- Gained recognition as top producer for leading mortgage company, with loans from \$350,000 to \$5.0 million.
- Played vital role in start-up of North Lake Tahoe branch.
- Utilized construction industry background and MBA in Real Estate and Construction Management to establish builder relations.
- Ensured compliance with FHA, VA, Conventional, and Jumbo loan requirements.

LANDS OF SIERRA, Reno, NV
Financial Analyst

1991-1993

- Provided financial analysis for subsidiary of Sierra Pacific Power Company.
- Worked closely with CEO, CFO, and Controller to develop residential and commercial properties, including first Home Depot retail store in Reno. Other projects included Juniper Ridge, Mutual of Omaha Bank/Office building, TGI Fridays BTS as well as Horizontal and Vertical development projects with the company.

ADDITIONAL EXPERIENCE

DESTINY MARKETING GROUP, INC., Los Angeles, CA
Co-Owner/Chief Executive Officer

1995-2000

- Co-founded this organization, directed its early development, and provided the vision, leadership, and marketing expertise that enabled it to diversify, select and develop marketable products, promote brand awareness, manage projects with efficient operating systems, drive unit sales, and substantially exceed client and partner expectations.
- Assume leadership role in all marketing, advertising, and E-commerce initiatives, including electronic marketing (infomercials), international distribution, radio and print advertising, catalog distribution, Internet distribution, direct mail, and public relations.
- Direct every operational aspect of the business, including budgeting, financial administration, and hiring, training, supervision, and development of personnel. Financial administration encompasses accounts payable/receivable, cash flow, cultivation of banking relationships, and financial reporting.
- Developed and implemented highly sophisticated telemarketing strategies, devised scripts, performed online and offline editing, and trained telemarketing personnel.
- Devised 3-9 month product development process to conduct extensive market research domestically and internationally; determine product viability; research patent, copyright, and trademark issues; create product name, logo, and packaging; and facilitate mass appeal.
- Recruited, developed, and fostered award-winning in-house production department. Awards included DuPont Columbia University Award for Broadcast Journalism, Christopher Award for Television Specials, and Award for Cable Excellence (ACE).
- Earned a California Real Estate Broker's License and acquired, developed, and managed residential, commercial, and industrial properties for the company. Properties include two 6,000 square foot, \$4.8 million homes in Bighorn Country Club; a 16-unit condominium project in Lake Tahoe; four high-rise units in Turnberry Place, Las Vegas; and property management of a 78,000 square foot office building in downtown Los Angeles.

Destiny Marketing Group holdings include:

Destiny Merchandising (1995-Present)

An organization that develops and executes marketing and merchandising campaigns for client companies

- As co-founder, co-owner, and CEO, executive responsibilities include signing artists; conducting extensive negotiations with their managers; managing the design (logos and packaging), manufacturing, and inventory control processes; scripting products and marketing them throughout United States; and reporting to investors.

- Generated \$700,000 in revenue by spearheading a national marketing campaign for catalog and compact disc insert. Supported retail distribution with approximately 7 million pieces of direct mail.

Nativity Stones, L.P. (1995-2009)

www.NativityStones.com

www.NativityStonesCollection.com

Full-service direct marketing company that manufactures and distributes keepsake jewelry products from birthplace of Jesus Christ

- After establishing viability of product, coordinated print advertising, website development, direct mail, and catalog sales, shipping up to 25,000 units per month and achieving \$15 million in sales in 3-year period.
- Produced four 30-minute infomercials; selected venues, wrote and placed advertisements, and performed up to \$3 million in media buying per year; scripted, trained, and supervised telemarketing and sales personnel; managed fulfillment and inventory control; designed and developed new products; and negotiated licensing agreements with Ricardo Montelban, Vatican State, and others.
- Launched product in United States, Canada, Mexico, Vatican City, United Kingdom, Italy, Poland, Greece, Portugal, Hong Kong, Indonesia, Brazil, Argentina, Australia, Philippines, Israel, Korea, and other nations.

Toe Brights (2001-2007) www.ToeBrights.com

Manufacturer and distributor of Women's Jewelry and Accessories, specializing in toe rings.

Investor/Partner - Achieved \$600,000 in sales first year after acquiring company.

Lobar Code Technologies (2000-2003) lobarcode.com – Interim CEO. www.ScanAps.com

Manufacturer and distributor of hand-held scanning device

Stockholder/Investor

Destiny Pets (1998-2002) help4pets.com

Start-up company that provides identification tags and national hotline for emergency pet care for animals.

CENTURION GROUP, Denver, CO

1994-1996

Owner/CEO/National Marketing Director

- Developed relationship with National Safety Associates; formed Centurion Group as "dba:" entity; achieved National Marketing Director faster than anyone in company history (6 months); and managed more than 1,000 associates in marketing and advertising campaign throughout United States.
- Devised newspaper, television, and direct mail advertising strategies.
- Developed relationships with wholesalers, retailers, and sales reps in 16 states.

EDUCATION

University of Denver, Denver, CO

Master of Business Administration in Real Estate and Construction Management (1990)

Arizona State University, Tempe, AZ

Bachelor of Arts in Liberal Arts (1987)

LICENSES AND CERTIFICATIONS

Real Estate Broker's License (California)

Real Estate Broker's License & Property Management (Nevada)

Real Estate Sales License (Arizona, 1987-89)

Certified Real Estate Consultant (2000)

Instructor – RE Law & Ethics. Approved and Licensed Real Estate Instructor, Key RE 2014 to current

PSIA – Ski Instructor of America 2016

PROFESSIONAL AFFILIATIONS

ELKS Club – Member

LakeRidge Mens GC – Member since 2010

Hilton Grand Vacations - Diamond Member

Board of Directors, Lobar Code Technologies - 2000

Co-Chair, Corporate Fundraising - PATH- 2000/2008

Canadian Tour (Qualifying School) Vancouver, Canada 2004

Player representative 2003 - California Tour

National Golf Club – Member since 1998. Member of over 300 golf clubs nationwide.

CVEP – Coachella Valley Economic Partnership – Member since 2003

WIN – Member 2000

The Chamber – Member 2009

Nevada Business Connections – Member 2009

Business Network Int'l – Member since 2010

LECTURES AND PRESENTATIONS

National Safety Associates International Conference, Denver, CO (1993)

"How to Be Successful" - Attendance 7,000 people

DIA RENO – Economic Development. The Right Leader for Northern Nevada. Spring 2011

OTHER

Children: Melody Lexi, Jessica Joy, and Lucas "J.R."

Outside of work he enjoys spending time:

- Family Games & Activities, Wood working, Construction, Gardening, Fly Fishing, Skiing, Waterskiing Tournament Tennis, Tournament Golf, History, Singing, Entertaining & Travel.