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## Professional References: Statements of Endorsement & Recommendation of Frank López

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### **Carmen Middleton**, Executive Leader | Speaker, Washington DC

Frank Lopez is a role model for high-achieving Hispanics and senior executives of all ages. He brings a dynamic set of skills to his work, such as strategic thinking, energy and focus, and deep dedication to the development of others. He underscores these skills with a profound humanity and desire to make a lasting impact. Quite simply, Frank delivers results and contributes to the improvement of others around him.

### **Michael Morales**, White House Fellow, Senior Advisor to the Administrator, U.S. SBA

I worked with Frank as SBA launched a new initiative called the Open Network for Board Diversity (ONBOARD) focused on addressing the demand side of diverse talent on corporate and advisory boards. Frank was the lead for ALPFA, one of ONBOARD's founding partners, and was a pleasure to work with. Of all 13 ONBOARD partners, ALPFA's members were always the most involved and present in ONBOARD activities and on social media, and that is a direct reflection of Frank's leadership. Frank works hard to make the world better than it is, and he achieves that through his strong interpersonal skills and strategic abilities. Frank would be an asset to any organization that is smart enough to hire him.

### **Barbara Robles, PhD**, Senior Research Liaison, Federal Reserve Board, Wash, DC

I worked with Frank as a co-creator of research ideas for promoting the Latino entrepreneur community and specifically, how to cultivate the next-generation of young Latino entrepreneurs. Frank is extraordinarily talented and intuitively prescient in understanding the power of the internet and web-based outreach for increasing Latino market visibility. Being future-oriented, he understands the need for data, empirical analysis and out-of-the-box research in order to remain ahead of the curve.

### **Enrique Pla**, Vice President, Caribbean and Latin America - Citrix Systems Inc., Miami, Florida

Frank "Paco" Lopez is a solid-high caliber professional. During our work together at Nortel Frank always displayed and executed with high energy and enthusiasm on every professional service endeavor under his ownership. Frank is a highly ethical individual focused on results and always driving to meet and exceed the team's objectives in a predictable and sustainable way. Frank is a great addition to any serious company seeking a project management role-type leader, plus a joy to work and team up with!

### **Elizabeth Oliver-Farrow**, CEO - The Oliver Group Inc. (Former Chair of USHCC), Wash, DC

Frank is a very talented and collaborative executive who constantly strives to deliver the best solutions to attain goals. His integrity is evident as he works with diverse groups and individuals to find a common ground. He is a leader who leads quietly at times but is moving the agenda forward for the greater good. He values peoples' differences and leverages their commonalities. I have always appreciated Frank's ability, particularly as I oversaw his work at the USHCC Foundation, when I was the USHCC Chair, where his success at motivating and driving teams to excel was exemplary, as he made sure we explored all possible options. Frank is the consummate professional who is customer focused. I believe anyone who interacts with him will appreciate his intellectual capacity, authenticity, and humbleness and communications expertise. Ask him about his youth entrepreneurship Boot Camp (BizFest) experiences and you will be impressed!

**Tim Rios, Senior Vice President, Wells Fargo, Fresno, CA**

It was a pleasure to have worked with Mr. Frank Lopez while he was at the United States Hispanic Chamber of Commerce. During that time, our company was searching for an organization that could carry out certain initiatives to support the United States' Latino Business Community. Frank's professionalism, advice and follow-through made all the difference in the world. With Frank at the helm, we never had to worry whether the work would get done. He managed our relationship very well and he always acted with honesty and integrity. It is my sincere hope that our professional paths cross again.

**Tina Cordova, President, Queston Construction (Former Chair of USHCC), Albuquerque, NM**

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**Julio Colomba, Vice President Operations, Latin America at FedEx, Miami, FL**

Knowing and working with Frank has been a pleasure. While he led the US Hispanic Chamber of Commerce Foundation, he exhibited extraordinary insights and the ability to help establish corporate/community partnerships of reciprocal value that led to the actualization of a dynamic and very productive collaboratively driven relationship between his organization and FedEx, one that produced substantial philanthropic support of direct benefit to the advancement of small business entrepreneurs. I, and my executive colleagues at FedEx, consider Frank to be an accomplished executive with the demonstrated ability to help us build value-added relationships with very successful entrepreneurs from across the Nation.

**Massey Villarreal, CEO, Precision Task Group (Former Chair of USHCC Foundation), Houston, TX**

Working with Frank Lopez has been a pleasure. I find Frank's work to be comprehensive and well thought through. In addition, Frank is a loyal, well-rounded, and personal - something every executive needs for his team.

**Frank Ros, Former Vice President, Hispanic Strategies at The Coca-Cola Company, Atlanta, GA**

Frank provided/led value-added programs and always delivered on expectations. He is collaborative and works with customers and clients in finding mutually beneficial value propositions.

**Ronald N. Langston (RNL), Former Director, MBDA, US Department of Commerce, Wash, DC**

I have the pleasure of recommending Mr. Frank Lopez. I worked with Frank during his tenure with the U.S. Hispanic Chamber of Commerce, Washington, D.C. and its national Foundation. I was serving as the National Director of the Minority Business Development Agency (MBDA), Washington, D.C. There is no doubt that my personal outreach to the Latino and Hispanic communities were greatly enhanced by the friendship, support and professionalism Frank afforded me. Frank was also instrumental in reaching out to the national network of MBDA business enterprise centers and affiliate chamber and supplier diversity networks committed to enhancing the growth and development of minority business enterprises. I remember Frank, first and foremost, as an open and approachable person. Secondly, he understood the value and importance of collaboration, truly working together as a team member. Third, he was "Mr. Reliable" when it came to fostering the cooperation and strategic alliance between Hispanic, African, Native and Asian Americans. In this regard, he was an exceptional leader.

**Nick Mavrick, VP of Marketing - Volvo Rents & Author (Contrarian Marketing), Denver, CO**

Frank is a seasoned and highly-creative marketer who brought professionalism, wit, skill and sheer energy to his role in the past as part of our fruitful collaborations with each other. He has an excellent ability to work with people in complex organizations and enterprises across the Nation to get results quickly. During his engagement with Volvo Rents he strategically and tactically helped drive our communications, marketing and public relations efforts targeted toward ethnic communities. Frank was instrumental in assisting with the development and execution of enterprise level communications strategy to diverse communities, which was a major component of the company's credibility and acceptance from diverse communities across the Nation.

**Karen Seman, AYES Manager at BMW of North America, Detroit, MI**

Working with Frank (while he was at the US Hispanic Chamber of Commerce Foundation) on BMW's diversity initiatives was always pleasure. Together we "kept our eyes on the prize," worked through challenging details and collaborated to engage in a unique BMW technical training partnership. Frank was tireless in his pursuit of developing employment opportunities and career ladders for Latinos and Latinas. Among my professional collaborators, I consider him as one of the best.

**Barbra Silva, Director, Community Relations, Washington Nationals, Wash, DC**

I have had the pleasure of knowing Frank for the past eight years. In that time, I worked with him on several occasions on different projects and he has always been professional, detail-oriented, and has gone above and beyond "the call of duty" to ensure that all aspects of the collaboration were completed and executed flawlessly. His knowledge and business acumen is exceptional and it is always a joy to work together.

**Maria Ibanez, Director of Communications at National Academy of State Health Policy, Wash, DC**

It was a pleasure to work with Frank while he was President/CEO of the US Hispanic Chamber of Commerce (USHCC) Foundation. I worked with Frank during my tenure at the USHCC and later as a consultant. I witnessed Frank's dedication to help young people access and reach their dreams of entrepreneurship. Frank also has the unique skill to convene smart, diverse and influential individuals who share common goals and can make things happen.

**Elizabeth Mazier, Sr. Marketing Executive at FedEx, Memphis, TN**

I would strongly recommend Frank in opportunities related to the Hispanic business market. During the approximate 3-year time period I worked with Frank, he demonstrated a focus on solutions and creativity in problem solving. These skills were important as we pioneered Hispanic Marketing to seize financial opportunities.

**Jim Estrada, Chairman & CEO, Estrada Communications Group, Inc., Austin, TX**

I have had the pleasure of working closely with Frank Lopez for the past 20 years, particularly in his capacity as senior management and spokesperson of the United States Hispanic Chamber of Commerce (USHCC) and the USHCC Foundation. Frank has proven to be a thoughtful, innovative, tenacious and gracious individual whose commitment to the Latino business community is matched only by his passion for understanding the goals and aspirations of this entrepreneurial segment, which is the fastest growing in the U.S. business sector. I have had the pleasure to watch him grow and lead those around him to higher levels of achievements by virtue of his positive attitude, attention to detail and a great sense of humor — allowing him to establish excellent rapport with people of all ages and cultural backgrounds. Frank is organized, efficient, extremely competent, and has excellent communication skills.