

## **WILLIAM G. ARNOLD, RCE, C2EX**

4400 E. Broadway #600

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(520) 247-4592

### **PROFILE**

I have 46 years of experience in the Real Estate Industry as a Salesperson, Broker, and Consultant as well as having served in numerous staff, elected, and appointed positions in local, state, and national boards and associations. I have also served in numerous appointed positions with the City of Tucson, the County of Pima, and the State of Arizona. I have extensive knowledge of suburban/rural land use, development, and subdivision processes. I'm self-motivated, a problem solver, and a collaborator.

I have extensive experience with local, state, and national level real estate and related public policy issues. I am skilled at problem-solving and opportunity identification. I can manage high-stress situations and have many decades of customer service-related negotiation and conflict resolution experience.

Highly skilled at the identification and implementation of offensive and defensive opportunities with high returns on investment.

### **EXPERIENCE**

11/03 to Present

#### **WILLIAM G. ARNOLD, LTD.**

Tucson, AZ

Land Use Consulting and Land Sales

Designated Broker and Owner. Responsible for all administrative, legal, and functional matters as well as all consulting, marketing and selling of real estate. Extensive experience in rural and suburban land sales and development throughout southern Arizona with a focus on land use consulting. Expertise in water and mineral rights, subdivision, and highest and best use determinations.

2/16 - 6/17

#### **LAS CRUCES ASSOCIATION OF REALTORS® (LCAR)**

Las Cruces, NM

CEO

Responsible for all administrative functions including budgeting, financial oversight, strategic planning, meetings, and facilities management. Also served as the Government Affairs Director (GAD) and Professional Standards Administrator (PSA). Duties included: contract review and negotiation, staff oversight and management, Core Standards compliance, Professional Standards compliance, PAC compliance, and local, state, and federal regulatory compliance. Developed a regional working group on association cooperation. Earned the coveted REALTORS® Certified Executive (RCE) designation.

2/16 - 6/17

#### **SOUTHERN NEW MEXICO MULTIPLE LISTING SERVICE (SNMMLS)**

Las Cruces, NM

CEO

Responsible for all administrative functions including budgeting, financial oversight, strategic planning, meetings, and facilities management. Duties included: contract review and negotiation, staff oversight and management, and local, state, and federal regulatory compliance. Developed a regional working group on MLS data sharing and cooperation. Implemented a system-wide lockbox upgrade.

6/90 to 11/03

#### **GENESIS REAL ESTATE AND DEVELOPMENT, INC.**

Tucson, AZ

Land Sales and Water/Mineral Rights Specialist

Responsible for processing real estate contracts, leases, and coordination of closings; providing information to title company to facilitate closings. Responsible for procuring new financing. Knowledgeable in all facets of land transactions including, but not limited to, water rights, mineral rights, various financing mechanisms, subdivision law, title reports, and related impacts, Pima County and City of Tucson Zoning Code(s) and Ordinances, developing leads on prospective clients and/or customers, delineating property boundaries, location of utilities as well as utility and ingress/egress easements and the interpretation thereof, placement of signs and advertisements. Responsible for the development of prospective buyers and placement with appropriate properties; pre-qualifying buyers to determine financial positions and desires, conversion of financial information into closed sales. Negotiation and drafting of all contracts including various release, subordination, easement, road maintenance, and covenant agreements.

6/85 to 12/01

#### **BRODSKY SCHOOL OF REAL ESTATE**

Tucson, AZ

State Certified Real Estate Instructor

Developed course materials, outlines, and submittals to the Arizona Department of Real Estate for the following courses: How to List and Sell Vacant Land; Pima County Land Use Ordinances; Arizona Subdivision Law and The Key Elements of a Vacant Land Sale. Have instructed courses to classes as large as 150 attendees. Classes have been rated "excellent" by attendees.

2/91 to 6/94

**PIMA COUNTY ATTORNEYS OFFICE**  
Tucson, AZ  
Expert Witness - Condemnations, land use, and highest/best use

Involved in the review of all pertinent documentation, testimony, and qualifications of other expert witnesses. Review of site impact, ordinance impact(s), and market impact. Highest and best use study and evaluation. Testimony under oath. Emphasis on discovery and research of the defendant's case and expert witness testimony. Input to County Attorney staff on direction, scope, exhibit preparation, and settlement negotiation.

12/81 to 6/90

**SULLIVAN REALTORS®**  
Tucson, AZ  
Salesperson - Land Specialist

Involved in the development of a new computerized system that generated leads on prospective sellers and buyers via information gleaned from public records sources. I was instrumental in the development of various software/hardware systems which enabled office production to be increased each year at an average annualized rate of up to 20% with no increase in overhead (through 1989).

10/78 to 12/81

**CENTURY 21 ALFANO AND ASSOCIATES**  
Tucson, AZ  
Salesperson - Residential Specialist

Responsibilities as a salesperson consisted of obtaining and servicing property listings; pre-qualifying prospective buyers to determine the price range, marketing, and executing sales/purchase contracts. Established rapport and elicited clients' needs, marketed and promoted products, highlighting best features. Negotiated terms and conditions, researched and arranged financing through outside sources, and monitored and expedited all sales/transactions to successful closings.

**LICENSES**

Arizona Real Estate License #BR008928000. Expires 9/30/24 (Since 11/1978)  
Arizona Real Estate License #CO545619000. Expires 9/30/24 (Since 11/4/2003)  
Arizona State Board of Appraisal License #290. (1994 - 2008)  
Arizona State Board of Appeals #930081 (1993 - 2008)

**EDUCATION**

1978 to Present - Various continuing education classes with a focus on real estate law with over 885 credit hours (through 9.26.22)

1976 to 1977                      PENNSYLVANIA STATE UNIVERSITY, State College, PA

1974 to 1977                      STATE COLLEGE AREA HIGH SCHOOL, State College, PA

**CAREER HIGHLIGHTS BY YEAR**

2020 - 2024	National Association of REALTORS® - Land Use, Property Rights & Environment Committee
2022	National Association of REALTORS® - Chairman; Water Sustainability Discussion Group (LUPR&E Sub Committee)
2019 - 2020	National Association of REALTORS® - Public Policy Coordinating Committee
2018	National Association of REALTORS® - Sustainability Advisory Group
2015 - 2018	National Association of REALTORS® - Land Use, Property Rights & Environment Committee
2017	National Association of REALTORS® - Dodd Frank / CFPB Policy Review Working Group
2016 - 2017	National Association of REALTORS® - Global Climate Change Policy Review Working Group
2015 - 2016	National Association of REALTORS® - Federal Political Coordinator; Congresswoman McSally
2015 - 2016	National Association of REALTORS® - Public Policy Coordinating Committee
2014 - 2015	National Association of REALTORS® - Meeting and Conference Committee
2014	National Association of REALTORS® - Smart Growth Advisory Board
2014	National Association of REALTORS® - Environmental Summit Participant
2013	National Association of REALTORS® - State and Local Issues Policy Committee
2011 - 2012	National Association of REALTORS® - Executive Committee
2011 - 2012	National Association of REALTORS® - Board of Directors
2011 - 2013	National Association of REALTORS® - Public Policy Coordinating Committee
2010	National Association of REALTORS® - Chairman; Public Policy Coordinating Committee
2010	National Association of REALTORS® - Home Valuation Code of Conduct (HVCC) Working Group
2010	National Association of REALTORS® - Credit Issues Presidential Advisory Group
2009 - 2010	National Association of REALTORS® - Public Policy Advocacy Advisory Group
2009	National Association of REALTORS® - Vice Chairman; Public Policy Coordinating Committee
2007	National Association of REALTORS® - Chairman; Land Use, Property Rights and Environment Committee
1993 - 2008	National Association of REALTORS® - Board of Directors (multiple terms / not continuous)
1993 - 2007	National Association of REALTORS® - Public Policy Coordinating Committee
2004 - 2009	National Association of REALTORS® - Smart Growth Program Advisory Group
2006	National Association of REALTORS® - Vice Chairman; Land Use, Property Rights and Environment Committee
2006	National Association of REALTORS® - Disaster Planning and Mitigation Task Force

## CAREER HIGHLIGHTS BY YEAR (cont.)

1995 - 2006	National Association of REALTORS® - Federal Senate Coordinator; Senator John McCain
2005	National Association of REALTORS® - Chairman; Land Use, Property Rights and Environment Forum
2005	National Association of REALTORS® - Convention Program Advisory Group
2004	National Association of REALTORS® - Vice Chairman; Land Use, Property Rights and Environment Forum
1999	National Association of REALTORS® - Presidential Advisory Group on Smart Growth
1997 - 2008	National Association of REALTORS® - Land Use, Property Rights & Environment Committee
1997	National Association of REALTORS® - Chairman; Large Board Sub Forum
1996	National Association of REALTORS® - Vice Chairman; Large Board Sub Forum
1996 - 1997	National Association of REALTORS® - Board Leadership Forum
1995	National Association of REALTORS® - Endangered Species Reauthorization Task Force
1995	National Association of REALTORS® - State and Local Public Policy Forum
1993 - 1995	National Association of REALTORS® - Environment Committee
1993	National Association of REALTORS® - Legislative/Political Forum
2024	Arizona Association of REALTORS® - Board of Directors
2009 - 2014	Arizona Association of REALTORS® - Legislative Committee
2012	Arizona Association of REALTORS® - Chairman; Legislative Committee
2012	Arizona Association of REALTORS® - Trustee; RAPAC
2012	Arizona Association of REALTORS® - Issues Mobilization Committee
2010	Arizona Association of REALTORS® - Trustee; RAPAC
1989 - 2008	Arizona Association of REALTORS® - Board of Directors
2005	Arizona Association of REALTORS® - Chairman; RIMC (\$5.4M issue fund oversight)
2001 - 2005	Arizona Association of REALTORS® - Trustee; RAPAC
2004	Arizona Association of REALTORS® - Inner Circle Team Member (District 30)
2004	Arizona Association of REALTORS® - Vice Chairman; REALTORS® Issues Mobilization Committee ("RIMC")
2003	Arizona Association of REALTORS® - Chairman; REALTORS® Political Action Committee ("RAPAC")
2002 - 2008	Arizona Association of REALTORS® - Public Policy Oversight Committee
1999	Arizona Association of REALTORS® - Chairman; Smart Growth Work Group
1997	Arizona Association of REALTORS® - Private Property Rights Task Force
1995 - 1997	Arizona Association of REALTORS® - Trustee; RAPAC
1997	Arizona Association of REALTORS® - Treasurer; Issues Mobilization Committee
1995 - 1996	Arizona Association of REALTORS® - Co-Chairman; Issues Mobilization Committee
1994	Arizona Association of REALTORS® - Treasurer; Issues Mobilization Committee
1994	Arizona Association of REALTORS® - Chairman; Information Management
1994	Arizona Association of REALTORS® - Executive Committee
1992	Arizona Association of REALTORS® - Liaison; Arizona State Real Estate Commissioner
2024	Tucson Association of REALTORS® - President-Elect
2024	Tucson Association of REALTORS® - Chair; Bylaws and Policies Task Force
2024	Tucson Association of REALTORS® - Chair; Nominating and Credentials Task Force
2024	Multiple Listing Service of Southern Arizona (MLSSAZ) - Board of Directors
2023	Tucson Association of REALTORS® - Vice President
2023	Tucson Association of REALTORS® - Vice Chair; Bylaws and Policies Task Force
2023	Tucson Association of REALTORS® - Chairman; Leadership Academy Presidential Advisory Group
2023 - 2025	Tucson Association of REALTORS® - Finance Committee
2021 - 2024	Tucson Association of REALTORS® - Home and Property Advocates Committee (HPA)
2016	Tucson Association of REALTORS® - Chairman; RAPAC Committee
2014 - 2016	Tucson Association of REALTORS® - Co-Chairman; Bylaws Committee
2013 - 2016	Tucson Association of REALTORS® - Government Affairs Committee
2009	Tucson Association of REALTORS® - Chairman; Public Affairs Committee
2008	Tucson Association of REALTORS® - Public Affairs Committee
2007	Tucson Association of REALTORS® - Chairman; Public Policy Sub Committee
2004	Tucson Association of REALTORS® - Chairman; Issues Task Force
1999 - 2003	Tucson Association of REALTORS® - Chairman; Government Affairs Core Group
1998	Tucson Association of REALTORS® - Vice President
1997	Tucson Association of REALTORS® - Vice Chairman; Government Affairs Committee
1993	Tucson Association of REALTORS® Multiple Listing Service - Past President
1993	Tucson Association of REALTORS® - Past President
1992	Tucson Association of REALTORS® Multiple Listing Service - President and Chairman of the Board
1992	Tucson Association of REALTORS® - President and Chairman of the Board
1991	Tucson Association of REALTORS® Multiple Listing Service - President-Elect
1991	Tucson Association of REALTORS® - President-Elect
1990	Tucson Board of REALTORS® - Chairman; Legislative Committee
1989 - 1990	Tucson Board of REALTORS® Multiple Listing Service - Vice President
1989 - 1990	Tucson Board of REALTORS® - Vice President
1987 - 1988	Tucson Board of REALTORS® Multiple Listing Service - Director
1987 - 1988	Tucson Board of REALTORS® - Director

## PROFESSIONAL RECOGNITION

2018	"REALTOR® Emeritus" Recipient in recognition of significant contributions: National Association of REALTORS®
2009	"Public Service Award" in recognition of making Tucson a safer community: Tucson Fire Fighters Association
2009	"Honorary Life Membership" Recipient: Tucson Association of REALTORS®
2009	"Roy Drachman Public Service Award" Recipient: Tucson Association of REALTORS®
2003	"Agent of the Month Award" Recipient: Broker•Agent Magazine - January
2001	"Roy Drachman Public Service Award" Recipient: Tucson Association of REALTORS®
2001	"REALTOR® of the Decade" (1990 - 2000) Award Recipient: Tucson Association of REALTORS®
1993	"REALTOR® Of The Year" Award Recipient: Tucson Association of REALTORS®
1991 - 1993	"REALTOR® Honor Society" Award Recipient: Arizona Association of REALTORS®
1988	"Multi-Million Dollar Sales" Award: Sullivan REALTORS®
1987	"Co-Salesman of the Year" Award: Sullivan REALTORS®
1986	"Multi-Million Dollar Sales" Award: Sullivan REALTORS®
1985	"Co-Salesman of the Year" Award: Sullivan REALTORS®
1982 - 1984	"Multi-Million Dollar Sales" Award: Sullivan REALTORS®
1980	"Million Dollar Producer" Award: Century 21 Alfano & Associates

## PROFESSIONAL CERTIFICATIONS

2023	National Association of Realtors® - Commitment to Excellence (C2EX) Certification
2023	National Association of Realtors® - At Home with Diversity (AHD) Certification
2017	National Association of Realtors® - REALTOR® Certified Executive (RCE)
2015 - 2019	National Association of Realtors® - Professional Standards Administrator (PSA) Certification

## BOARDS OF DIRECTORS

1997 - 2004	Stewart Title and Trust
1997 - 2004	Metro-Pima Alliance ("MPA"); Founding Member
1997 - 1999	Society For Environmental Truth ("SET")
1996	Tucson Regional Water Council ("TRWC")
1994 - 1996	Greater Tucson Economic Council ("GTEC")
1994 - 1995	Tucson Horizons

## PUBLIC SERVICE

2015	Pima County Flood Control District: Public Information Committee
2009	Chairman; Yes on 200 Committee (the Public Safety First Initiative)
2008	Yes on Proposition 100 (Constitutional amendment to ban real estate transfer taxes)
2003 - 2007	City of Tucson & Pima County Real Estate Advisory Council ("CREAC")
2004 - 2006	Pima County Conservation Commission (\$182M Bond Oversight)
2003 - 2006	Pima County Implementation Agreement Drafting and Negotiating Committee ("MSHCP" Section 10 - E.S.A.)
2006	Treasurer; Huffman For Congress (Congressional District 8)
2003	Tax Reform for Arizona Citizens Committee - Appointed by Speaker of the Arizona House of Representatives
1999 - 2003	Pima County Sonoran Desert Protection Planning Committee (MSHCP/Sonoran Bioregion)
2001 - 2002	State Representative O'Halleran's Task Force on Land Use
2002	State Representative McClure's Task Force of Private Property Rights
2001	City of Tucson Sign Code Committee Task Force on Real Estate Sign Tax
2001	Pima County Comprehensive Plan Update Land Use Panel (Rincon/Santa Rita Sub-Region)
2001	Pima County Department of Environmental Quality Task Force: ADEQ Rules (Septic Tank regulation/ordinance)
2000	Chairman; Citizens aGainst Mass Infill (No on Proposition 202)
1999 - 2000	Pima County Hillside Development Zone Technical Review Committee
1999 - 2000	Congressman Kolbe's Advisory Committee on Land Use
1996 - 1998	Pima Community College Bond Oversight Committee
1995 - 1998	Commissioner; Pima County Planning and Zoning Commission
1996	Chairman; Pima County Modular Homes Zoning Text Amendment Committee (P/Z Subcommittee)
1995 - 1996	Chairman; Vicki Cox-Golder Exploratory Committee
1994	Chairman; Southern Arizonans for Private Property Rights (Yes on Proposition 300)
1994	Yes on Proposition 101 (State Land Exchange Authority)
1994	Chairman; City of Tucson Land Split Ordinance Committee
1994	Pima County Riparian Ordinance Committee
1990 - 1994	Pima County Board of Health
1991 - 1994	Pima County Board of Health Budget Committee
1991 - 1993	Pima County Board of Health Trichloroethylene ("TCE") Committee
1992	Yes on 102 Committee (State Land Exchanges/State Constitutional Amendment)
1991	Pima County Property Management Acquisition Policies Task Force
1988 - 1989	Pima County Board of Adjustment - District Four
1988 - 1989	Pima County Rincon Valley Area Plan Revision Committee
1986 - 1988	Pima County Grading Ordinance Review Committee
1985	Pima County Septic Tank Task Force
1985	Pima County General Rural "GR" Rezoning Task Force

## COMMUNITY SERVICE

2014 - Present	Saguaro National Park
2006 - 2012	Precinct Committeeman; Precinct #180
2004 - 2009	Eller College of Management, University of Arizona; Business Leaders Confidence Index Participant
2003 - 2010	Boy Scouts of America: Catalina Council - Real Property Committee
2003 - 2008	Boy Scouts of America - Chairman; Parent Committee: Venture Crew 777
2001 - 2008	Tucson Diaper Bank
2000 - Present	Blood Donor - American Red Cross
1987 - 2000	Platelet/Bone Marrow/Organ Donor - U of A Medical Center

## OTHER COMMUNITY SERVICE AND AFFILIATIONS

The Tucson Realtors® Charitable Foundation  
Stand Up for Kids  
The Coalition For the Protection of the Sonoran Desert (CPSD)  
Epilepsy Foundation of Arizona  
Muscular Dystrophy Association  
Komen Race for the Cure  
Big Brothers - Big Sisters  
T.H.E. Festival (FKA: Tucson Meet Yourself)  
Tucson Community Cable Corporation (1986 - 1990)  
The Hearth Foundation  
Habitat for Humanity  
Public Lands Appreciation Day (United States Interior Department - B.L.M.)  
Dedication of William G. Arnold Sr. Memorial Examination Room, UMC Cancer Center: 1987  
Pima Trails Association  
The Rincon Institute  
The Sonoran Institute: Faces of Conservation Award's "Black-Chinned Hummingbird" sponsor (X3)  
Supporters of Las Cienegas National Conservation Area  
Community Working Group (Sonoran Institute-sponsored facilitation/conflict resolution of growth issues)  
The Arizona Open Land Trust  
Tucson Business Coalition  
Together We Can  
Greater Tucson Economic Coalition ("Buy Tucson")  
Southern Arizona Homebuilders Association Home Show Exhibition Judge  
People For the USA  
Stewards of the Range  
Desert Cove Homeowners Association - Secretary (1987); Treasurer (1988); President (1989)  
Parent Volunteer - Soleng Tom Elementary  
Cub Scouts of America - Webelos Den Leader; Pack 739 - Den 5  
Boy Scouts of America - Chairman; Troop 129 Parent Committee  
Boy Scouts of America - Chairman; Venture Crew 129 Parent Committee  
Boy Scouts of America - Chairman; Troop 777 Parent Committee  
Precinct Committeeman; Precinct #336 (1999 - 2002)

## COMMUNITY FORUM AND PANEL PARTICIPATION

The Wildlife Society 14th Annual Conference: Urban wildlife conservation issues in the Tucson region - Panel member: 9/22/07  
Hot Topics, Cool Solutions 2001: The Sustaining Desert: Building Livable Futures. Panel member: 9/12/01  
"Doorways to Dialogue" Conflict Resolution workshop on growth-related issues: 5/11/01

## PUBLISHED ARTICLES

[Public Safety Initiative an unfunded mandate? Nonsense!](#). Inside Tucson Business October 17th, 2009  
[The Desert Protection Plan: a sham and a shame](#). Tucson Citizen Guest Editorial. June 5th, 2001  
[Development Impact Fees: 101](#). Broker • Agent Magazine. November, 1995  
[Yes on 300](#). Arizona Daily Star. October, 1994

## PUBLISHED RESEARCH

[A Brief Historical Sketch of the Real Estate Board of Tucson to the Tucson Association of Realtors®, Inc. \(1921-2021\)](#)  
[Tucson Association of Realtors® A timeline of historic events....](#)

## ARTICLES - QUOTES

[County's maestro behind conservation plan earns last honor](#)  
Arizona Daily Star. November 4th, 2009

[Drinking Up the Desert](#)  
Lisa Song B.S. Environmental Science  
Massachusetts Institute of Technology. September 2009

## ARTICLES - QUOTES (cont.)

### [Climate-change crossfire](#)

REALTOR® Magazine - Front Lines. August, 2007

### [Price tag for open space put at \\$2.6B](#)

County mulls bond election to save land  
Arizona Daily Star. August 28th, 2006

### [Score One for the Desert](#)

Audubon Magazine. May, 2005

### [Lessons learned elsewhere put to good use in Arizona](#)

Plan designed to preserve an ecosystem.  
Seattle Post-Intelligencer. May 5th, 2005

### [Tucson area nears completion of ambitious conservation plan](#)

Land Letter Southwest. April 14th, 2005

### [Living with the Desert](#)

Time Magazine. March 28th, 2005

### [Unspoiled Desert or family homes?](#)

Future Hangs on Open Space Issue  
Arizona Daily Star. May 8th, 2004

### [Arizona, Marana, Oro Valley won't join county's conservation plan](#)

Tucson Citizen. June 1st, 2001

### [Wildcat subdivisions fuel fight over sprawl](#)

High Country News. Apr 24th, 2000

### [Group already plans land issue vote for '02 ballot](#)

Tucson Citizen. November 20th, 2000

### [A pocket-sized bird takes on sunbelt subdivisions](#)

High Country News. August 30th, 1999

### [Tucson draws a line on sprawl](#)

High Country News. February 15th, 1999

### [Environmentalists are "doing nothing"](#)

High Country News. Jan 18th, 1999

### [Zoning Commission wants out of plat process](#)

Inside Tucson Business. March 31st, 1997

### [Rezoning needed for Trailer Park](#)

Northwest Explorer. May 1st, 1996

## INTERVIEWS

### [The Sonoran Desert Conservation Plan: Developing a Community](#)

US Fish and Wildlife. October 21st, 2008

## WHITE Papers

### [A position paper on Urban Growth Plans and Boundaries](#)

Metro Pima Alliance. September, 2000

## SIGNIFICANT PIMA COUNTY PLANNING AND ZONING ACTIONS (POLICY & ORDINANCE)

April 1998:	Approved development standards and conditional use permitting for Manufactured Home Parks
April 1998:	Modified residential zoning categories to permit parochial and private schools
April 1998:	Approved substantial modifications to Rezoning Protest/Time Limits Ordinance
April 1998:	Approved substantial modifications to Buffer Overlay Zone
April 1998:	Approved Native Plant Protection Ordinance
January 1998:	Modified rezoning conditions to include habitat survey for Pygmy Owl
July 1997:	Revisions to Tentative Plat Adoption Procedure
May 1997:	Wireless Communication Facility Ordinance (height limits/aesthetic considerations)
January 1997:	Exaction of Honeybee Canyon (Class 1 Riparian and trail access from rezoning)
January 1997:	Created and adopted the official definition of "Mobile Home Park"
November 1996:	Adoption of policy limiting the maximum time limit for a rezoning

## SIGNIFICANT PIMA COUNTY PLANNING AND ZONING ACTIONS (cont.)

October 1996: Adoption of Eastern Pima County Trail System (Hiking and Equestrian)  
September 1996: Creation of Recreation Plan Policy for Subdivisions of greater than 50 units  
June 1996: Expansion of Scenic Route Ordinance  
August 1995: Creation of the Saguaro Protection Policy as a part of the Pima County Comprehensive Plan

## EXPERT WITNESS CASES / CONSULTING

<u>Pima County</u>	<u>Case Number</u>
Pima County v. Salyers	263445
Pima County v. Sisson	
Pima County v. Light	266023
Pima County v. Wooten	
Pima County v. Title Security Trust #263609	
Pima County v. Zupan	
Pima County v. Benzinger	
Pima County v. Stackhouse	
Morrison and Hecker, P. C. Chicago Title v. State Land Department	
Bonnett, Fairbourn, Friedman & Balint, P. C. Kist v. Mance	305664
Edwards, Kaufman, Ketcham and Egbert Eagerton v. Chumbler Realty	315166
<u>Pinal County</u>	<u>Case Number</u>
Molloy, Jones, Donahue et al TRICO Power v. Eagle Crest TRICO Power v. Martin	38421
<u>Cochise County</u>	<u>Case Number</u>
Snell and Wilmer El Paso Natural Gas Co. v. Riggs et al	2000-00203
<u>Maricopa County</u>	<u>Case Number</u>
Stoops and Burns Johns v. Federal Land Exchange et al Rodis v. Federal Land Exchange et al	92-06700 94-04472

## ARBITRATION

Harvey v. Coldwell Banker Success Karp, Heurlin, and Weiss - Attorneys for Defendants

## SIGNIFICANT CONSULTING

### ASARCO, Inc.

Acquisition of Vulcan Mining Claims Group  
Groundhog Mine, Bayard N.M. Water Rights Consulting  
Groundhog Mine, Bayard N.M. Land Use Consulting  
Water line location (20+ miles). Rosemont Mine, Pima County, Arizona

### Snell and Wilmer

SRP/APS Southwest Valley 500 kV Transmission line approval. Certificate for Environmental Compatibility - Case #115. Heard before the Arizona Line Siting Committee on 8/21/01 - 12/4/01. My involvement included document review and expert testimony on the effects of high power transmission lines and their location in proximity to residential and commercial development.

### Santa Cruz Joint Venture

Acquisition of up to 400 lots in and around the Desert Carmel Subdivision, Pinal County, Arizona.

## TRANSACTIONS OF NOTE

### 2005 - 2006 - Rain Valley Ranch

Marketed, negotiated, and closed the sale of the Rain Valley Ranch which straddles the Cochise and Santa Cruz County line and includes the foothills of the Whetstone Mountains and the Mustang Mountains. Covenants were included on the phasing of development on the portions of the property and included a lease-back arrangement for agricultural purposes. Buyers included the Honorable Bruce Babbitt and Richard Blum of CB Richard Ellis.

### 2003 - 2005 - Bar V Ranch

Marketed, negotiated, and closed the sale of the Bar V Ranch. The property included a significant wildlife corridor and surface water rights. The sale preserved all of the private land in perpetuity and included a substantial State of Arizona grazing lease and a telecommunications ground lease (cell phone tower) which was subsequently canceled by Pima County. The sale was also unique in that it included a "Management Agreement" with the Seller which provided for the Seller to graze, maintain, and manage the property as a cattle ranch, for up to 25 years after the close of escrow. The Management Agreement provided possessory rights and monthly payments to the Seller. This form of agreement became the model for other purchases by Pima County and has been successfully incorporated into the strategic acquisition of landscape-level, operating ranches since that time.

### 2004 - Rincon Creek Preservation

Marketed, negotiated, and closed multiple parcels through a multiparty, acquisition of approximately 1 mile of the Rincon Creek watershed and associated surface water rights. The sale included a small water company and its 'Certificated Area' (e.g., service area monopoly) as well as historic structures including the original "Acosta Ranch" headquarters. The sale also included an easement (which was subsequently extinguished) through the Saguaro National Park (which the Park was unaware of until I brought it to their attention). The buyer "land banked" the property awaiting the Federal Government's expansion of the Saguaro National Park boundary and the acquisition of these holdings. It was the intent of the buyer that the property be permanently preserved by annexation into the Saguaro National Park.

### 1998 - 2006 - Approved Developments

The Lazy DS Ranch	-	Cochise County	-	18 Lots / 648 acres
Rancho Del Cielo	-	Pima County	-	16 Lots / 576 acres
Sonoita Vista Verde	-	Santa Cruz County	-	6 Lots / 216 acres
Thunderhead Horse Lots and Home sites	-	Pima County	-	12 Lots / 120 acres
DeSoto Estates	-	Pima County	-	12 Lots / 864 acres
Chula Vista	-	Cochise County	-	21 Lots / 756 acres
Apache Hills	-	Cochise County	-	35 Lots / 1,260 acres
Rancho Agua Verde	-	Pima County	-	12 Lots / 432 acres
Monte Vista	-	Cochise County	-	8 Lots (bulk sale before approved) / 288 acres

### 1998 - Sale of Dusty A-7 Ranch to Tanque Verde Guest Ranch

Negotiated, sold, and closed the 10,418-acre USFS grazing lease (with associated improvements) owned by Riley West, Inc. to the Tanque Verde Guest Ranch so they could expand their operation and clientele services.

### 1994 - 1999 - Ray Mine Exchange

Consulting, research, and acquisition services rendered to ASARCO, INC. in the facilitation of the Ray Mine expansion near Winkelman, Arizona.

### 1988 - 1999 - Rosemont/U.S.F.S. Exchange

Consulting, research, and acquisition services rendered to ASARCO, INC. in the facilitation of the Rosemont Mine Group south of Tucson in the Santa Rita Mountains.

### 1996 - Amphitheater Public Schools

Negotiated the acquisition and closing of what was to become a bus depot and regional Administrative Offices. The site was successfully acquired after a 3-year negotiation at approximately 50% of the original asking price.

### 1996 - Day Ranch Sale

Negotiated and closed the sale of the balance of the historic "Day Ranch" southeast of Tucson. Originally held by the Day family (of Sandra Day O'Connor and State Representative Ann Day fame) the ranch had been sold to Horizon Corporation, and then to Silver Creek Ranch (a corporation held by the Wolfswinkle Brothers). The property was subsequently lost to the previous owners during the 1990 real estate crash. The marketing and sale of the entire property took 5 years to complete and was comprised of 8 separate sales.

### 1994 - 1996: Rincon Valley Agricultural Status modification

Negotiated and closed 80 grazing leases on various parcels throughout the Rincon Valley southeast of Tucson for the expansion of grazing operations for Diamond E Ranches (Ethridge). I represented each property owner on the appeal of the land use status on their property and was successful in obtaining Agricultural Status on each of them (100% success rate). Also negotiated and closed grazing leases on 55 separate parcels throughout the Rincon Valley southeast of Tucson for the expansion of grazing operations for the Rocking K Ranch. Appealed the land use status of the individual property owners for Agricultural Status on each of their various parcels.



## TRANSACTIONS OF NOTE (cont.)

### 1994 - National Oceanic and Atmospheric Administration (NOAA).

Negotiated the acquisition of a Doppler Radar site for southern Arizona in the Empire Mountains, southeast of Tucson amidst substantial negative public pressure. Worked closely with the Congressional delegation and NOAA officials. to successfully close the transaction.

### 1994 - Amphitheater Public Schools

High School and Middle School site acquisitions. Located, negotiated, and closed two new campuses for the District using publically approved bond funds. Additionally, I was successful in locating, negotiating, and closing a preschool site and various infill parcels for an existing campus expansion.

### 1991 - Resolution of TCE Superfund Title/Lending Dispute

Helped organize and facilitate the resolution of disputes between the public and the title/lending/real estate industries regarding the impact of EPA's designation of a Trichloroethylene (TCE) Superfund site on Tucson's southwest side. I worked with Senator DeConcini, EPA Officials, and local lending/title agency representatives. I participated in ameliorating public and industry concerns.

### 1990 - Empire Park Land Exchange

Assembled & acquired 36 parcels of vacant and improved properties to perfect a four-legged exchange between ASARCO, Empirita Ranch, University of Arizona Foundation & the Bureau of Land Management (BLM). This exchange helped protect approximately 30,000 acres as perpetual open space (as well as the habitat and the endangered species located thereon). This exchange also preserved 8800 acre feet of surface water (for Tucson's ultimate use), created an equestrian trailhead into the Saguaro National Monument, created a new joint office facility for Pima County Parks Department & the BLM., placed into private ownership approximately 300 acres for what became a gated east side low-density subdivision & made available some 2,200 acres for the expansion of the Silverbell Mine (which had the effect of increase tax revenue to the state and many new jobs).

### 1987 - Helvetia Land Acquisition

Negotiated the acquisition of 944-acre tract just north of the old town site of Helvetia in the Santa Rita Mountain foothills. I also acquired unpatented mining claims to secure surface rights. This property later became a part of the Rosemont Mine acquisition and subsequently became an operational copper mine referred to by its owner (Hudbay Corp.) as "Copper World."

### 1985 - Rocking K Ranch Expansion

Acquired and assembled 2,200 acres of vacant land for inclusion into the Rocking K Ranch master-planned community. I coordinated take-down planning, closings, and escrows of the assemblage. The assemblage was assigned to Donald Diamond (Diamond Ventures) and William Estes (Estes Homes).

## SELECTED CLIENTS AND CUSTOMERS

ASARCO, Inc.	Susan Kai
Lido Corporation	The Honorable Mary "Betsy" Bayless
Palo Seco Corporation	Donald Diamond
Amity, Inc.	The Capin Family Trust
Loma Alta Partners	The Lebrecht Family Trust
TRICO Power Co-op	The Kittle Family Trust
Sam Sneller	The Honorable Morris K. Udall
Maguey LTD. #3	Robert Cote (Tanque Verde Guest Ranch)
Maguey LTD. #8	John McDonald
Maguey LTD. #9	Buddy Amos
The University of Arizona Foundation	Royanna Moore
United States Department of Interior (BLM)	Peter Backus
United States Forest Service (USFS)	Bill Estes, Jr.
The Catholic Diocese of Tucson	Philip Aries
Maranatha Ministries	Charles Pettis
Thunderhead Development	Neil Simonson
Chobanian Rug Company	Jay Kittle
The Pima County Attorneys Office	Bruce & Katie Dusenberry
Amphitheater Public Schools	Ed & Andy Romo
Empirita Ranch Ltd. Partnership	Mario Yrun

## SELECTED CLIENTS AND CUSTOMERS (cont.)

Pima County Parks Department	Roderic Tizzard
Morrison and Hecker, Attorneys at Law	Lowell Rothschild
Molloy, Jones and Donahue, P. C.	Carlos Touche
Stoops and Burns	Arnold Jeffers
The Nature Conservancy	Albert Touche
Rocking K Ranch Development, Inc.	Carl Mills
Horizon Corporation	Elliot Feldman
Chicago Trust	A.F. Woodrow
The Federal Deposit Insurance Corp. (FDIC)	Dr. Nathaniel Bloomfield
Pennzoil Company	M/M Bryan Harbour
Hank Zipf	Walter Armer Sr.
Martin Cattle Co. c/o Donald M. Martin	M. Anderson Construction Co.
Christ Community Church	El Paso Natural Gas
Coldwell Banker Success Realty	APS / SRP
Hanjour Wyss (HJW Leasing)	AmericaBuilt Homes
Pima County	Bar V Ranch
Rain Valley Ranch	Rail X Ranch
Andrada Ranch	Avra Valley Ranch and Properties
The Honorable Bruce Babbitt	Richard Blum
Fennemore Craig	Riley West, Inc.
Newmont Mining	Rosemont Mine
Del Lago Golf	Hudbay

## SUMMARY OF ANNUAL SALES ACTIVITY

Year	Number of Transaction Sides	Sales Equivalent	Approx. Acres*
1985	31	\$ 4,000,000	
1986	16	\$ 500,000	
1987	27	\$ 2,800,000	
1988	11	\$ 2,500,000	
1989	28	\$ 1,300,000	
1990	42	\$ 3,000,000	
1991	19	\$ 2,000,000	256
1992	21	\$ 7,500,000	221
1993	88	\$ 4,500,000	3105
1994	61	\$ 6,000,000	935
1995	67	\$ 7,000,000	234
1996	58	\$ 7,600,000	1727
1997	37	\$ 5,390,000	603
1998	38	\$ 3,540,000	10,820*
1999	52	\$ 7,960,000	37,746*
2000	42	\$10,760,000	811
2001	20	\$ 6,354,000	248
2002	57	\$ 7,730,000	706
2003	29	\$ 5,230,000	418
2004	26	\$22,100,000	806
2005	30	\$29,400,000	13,573*
2006	3	\$36,350,000	12,644*
2007 - 2024	N/A	N/A	N/A**

\*includes both fee and leased land.

\*\* My primary focus since late 2007, has been land use and related estate planning consultation with existing clientele with limited focus on sales.

## RECENT CONTINUING EDUCATION

You think you know the Fair Housing Laws?	4/17/01	3 Hours Fair Housing
Key elements of the Land Sale	7/13/01	3 Hours Law
Public Policy Forum (AAR)	9/6/01	3 Hours Real Estate Law
Commissioners Standards	9/25/01	3 Hours Commissioners Standards
Pima County Comprehensive Plan: Stealth Habitat Conservation Plan?	12/6/01	3 Hours (no CE credit)
2002 Real Estate Update/Forecast	2/28/02	3 Hours General
IRC 1031 Realty Property Exchanges	5/15/02	3 Hours Law
Agency Law: Understanding It's Protections for Today's Agents	7/24/02	3 Hours Agency Law
Disclosure: The Practical Guide	7/25/02	3 Hours Disclosure
REALTOR Town Hall	8/29/02	3 Hours Legal Issues
Land Sales Tools and Legislative Update	11/8/02	3 Hours Contract Law
The Real Estate Revolution of the '90's	11/19/02	3 Hours Agency Law
Public Policy Oversight.	6/16/03	3 Hours Legal Issues
REALTOR® Town Hall	8/21/03	4 Hours Legal Issues
Mold in the Home - Decreasing problems and increasing sales	9/23/03	3 Hours Disclosure
The Commish Meets the Code	10/21/03	3 Hours Commissioners Standards
Broker Management Clinic	11/26/03	3 Hours Commissioners Standards
Public Policy Oversight (AAR)	6/24/04	2 Hours Real Estate Legal Issues
REALTOR® Town Hall	8/12/04	4 Hours Real Estate Legal Issues
Practical Issues in Fair Housing	8/13/04	3 Hours Fair Housing
Everything you wanted to know about IRC 1031 Tax Deferred Exchanges...	9/17/04	3 Hours Real Estate Legal Issues
Preserving Family Land: Estate & Tax Benefits of Land Conservation	4/19/05	2.5 Hours (No CE credit)
Broker Management Clinic	5/4/06	3 Hours Commissioners Standards
Using the Internet for Disclosure of Material Facts	8/22/06	3 Hours Disclosure
Common Pitfalls in Writing the Contract	8/22/06	3 Hours Contract Law
Fair Housing	9/6/06	3 Hours Fair Housing
Consensual Dual Agency	9/8/06	3 Hours Agency Law
Environmental Hazards	9/22/06	3 Hours Real Estate Legal Issues
Real Estate Planning - Is Your House in Order?	9/27/06	3 Hours Real Estate Legal Issues
The State of the Real Estate Industry	9/28/06	3 Hours Real Estate Legal Issues
Know the Code (incl. Quadrennial Ethics requirement/NAR)	1/18/07	3 Hours General
Agency in Arizona: Legal and Practical Perspectives	2/09/07	3 Hours Agency Law
Public Policy Oversight (AAR)	7/17/07	6 Hours Real Estate Legal Issues
2007 AAR Vacant Land Contract	2/15/08	3 Hours Contract Law
Fair Housing Case Studies	8/25/08	3 Hours of Fair Housing
Broker Management Clinic	8/25/08	3 Hours of Commissioners Standards
Disclosure, Road map for real estate	9/15/08	3 Hours of Disclosure
The Commish meets the Code (incl. Quadrennial Ethics requirement/NAR)	9/18/08	3 hours Commissioners Standards
Land Values Yesterday, Today and Tomorrow	10/24/08	3 Hours Real Estate Legal Issues
Legislative Committee (AAR)	7/20/09	5 Hours Real Estate Legal Issues
Fair Housing	11/23/09	3 Hours of Fair Housing
Disclosure - The Practical Guide	12/2/09	3 Hours Disclosure
Contract Case Studies	12/19/09	3 Hours Contract Law
Broker Management Clinic	3/22/10	3 Hours of Commissioners Standards
What every Real Estate Professional should know about being green	7/23/10	3 Hours Agency Law
The Code, the law and you	2/15/11	3 Hours of Commissioners Standards
Broker Management Clinic	3/25/11	3 Hours of Commissioners Standards
Land Use Regulatory Pitfalls in a downward economy	4/28/11	3 Hours of Real Estate Law
Real Estate Legal Issues	7/12/11	3 House of Real Estate Law
Fair Housing: Do's and Don'ts	12/15/12	3 Hours of Fair Housing
Disclosure and Risk Reduction	12/19/12	3 Hours Disclosure
Out of the Line of Fire: Avoiding Professional Liability	2/24/12	3 Hours of Agency Law
Bullet Proof Contracts	8/29/12	3 Hours of Contract Law
Top 10 Disclosure Issues	12/11/12	3 Hours of Disclosure
Dealing with the Multi-Cultural Client	12/11/12	3 Hours Fair Housing
Surviving Litigation in Real Estate	12/11/12	3 Hours Real Estate Legal Issues
Code of Ethics with Case Studies	12/25/2012	3 Hours Commissioner's Standards
Green Real Estate	12/27/12	3 General
Short Sales and Lender Owned (REO) Properties	12/27/2012	3 Hours Agency Law
StandardsFinancial Issues in Contract Writing	12/28/2012	3 Hours Contract Law
Broker Management Clinic	12/29/12	3 Hours Commissioner's Standards
Broker Management Clinic - BMC#1 C1594	2/18/15	3 Hours Commissioner's Standards
Broker Management Clinic - BMC#2 C1700	2/18/15	3 Hours Commissioner's Standards
Broker Management Clinic - BMC#3 C1599	2/18/15	3 Hours Commissioner's Standards
Professional Standards Administration*	3/11/16	6 Hours
Human Resources for Anyone with Newly Assigned HR Responsibilities*	6/9/16	6 CEU Hours
NAR Code of Ethics and Enforcement	10/17/16	4 Hours Commissioner's Standards
REALTOR® Association Management Curriculum (AEI)*	3/20/17	2017 Association Executives Institute
Broker Management Clinic - BMC#1	5/18/18	3 Hours Commissioner's Standards
Broker Management Clinic - BMC#2	7/29/18	3 Hours Commissioner's Standards

## RECENT CONTINUING EDUCATION (cont.)

Broker Management Clinic - BMC#3	7/30/18	3 Hours Commissioner's Standards
Case Studies in Real Estate Law	5/17/18	3 Hours Real Estate Legal Issues
Contract Money Matters	5/17/18	3 Hours Contract Law
Top 10 Disclosure Issues	5/17/18	3 Hours of Disclosure
Agency in Action	5/16/18	3 Hours Agency Law
Arizona Taxes, Tax Liens and Foreclosures	5/16/18	3 Hours Real Estate Legal Issues
Code of Ethics with Case Studies	5/15/18	3 Hours Commissioner's Standards
Fair Housing Practical Aspects	5/15/18	3 Hours Fair Housing
Case Studies in Real Estate Law	9/18/19	3 Hours Real Estate Legal Issues
Top 10 Disclosure Issues	9/18/19	3 Hours of Disclosure
Fair Housing: The Practical Aspects	9/20/19	3 Hours Fair Housing
Agency in Action	9/20/19	3 Hours Agency Law
Contract Money Matters	10/15/19	3 Hours Contract Law
Code of Ethics with Case Studies	10/16/19	3 Hours Commissioner's Standards
Arizona Property Taxes, Tax Liens, and Foreclosures	10/25/19	3 Hours Real Estate Legal Issues
BMC #1: Foundations of Broker Management	10/25/19	3 Hours Commissioner's Standards
BMC #2: Policies and Decision Making for Brokers and Agents	10/27/19	3 Hours Commissioner's Standards
BMC #3: Questions & Answers on Supervising Licensees	10/28/19	3 Hours Commissioner's Standards
Contract money matters	4/18/22	3 Hours Contract Law
Top 10 Disclosures	4/18/22	3 Hours of Disclosure
Case studies in real estate law	7/1/22	3 Hours Real Estate Legal Issues
Fair Housing: the practical aspects	7/2/22	3 Hours Fair Housing
Agency in action	9/7/22	3 Hours Agency Law
Code of ethics with case studies	9/10/22	3 Hours Commissioner's Standards
Arizona property taxes, tax liens and foreclosures	9/10/22	3 Hours Real Estate Legal Issues
BMC#1 foundations of broker management	9/10/22	3 Hours Commissioner's Standards
BMC#2: policies and decision making for brokers and agents	9/16/22	3 Hours Commissioner's Standards
BMC#3: on supervising licenses	9/17/22	3 Hours Commissioner's Standards