

JEAN-PAUL (J-P) DE KERVOR

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QUALIFICATIONS:

- Negotiates multi-million dollar real estate and manufacturing services contracts.
- Selects manufacturing sites based on clients criteria in the Baja California border region.
- Negotiates Build-to-Suit for lease and/or purchase on behalf of tenants in Mexico.
- Prepares feasibility analyses for manufacturing companies contemplating Mexican production.
- Prepares spreadsheet financial models for joint venture and investment projects.
- Manages and coordinates maquiladora start-up projects including Mexican environmental permits.
- Writes articles published in business periodicals and plans, presents and chairs seminars.
- Develops, writes and implements new business plans using project management and graphics software.
- Designs and implements promotional strategies and databases of clients, and inventory.
- Speaks fluent French and Spanish.
- Performs AA, GCMS, IR, NMR as well as classical chemical analysis techniques.
- Teaches college level courses in Business, Economics and ESL.

AFFILIATIONS & AWARDS:

- Top Producer of new industrial investments in Tijuana (DEITAC 2004 – 2006)
- Top Producing Industrial Broker for Mexico for Colliers International -1997
- California Real Estate Brokers Liscencee
- B.S. Chemistry
- MBA, emphasis on International Business, June 1989
- Member, Western Maquila Trade Association
- Member Desarrollo Economico e industrial de Tijuana
- Member, Mexican National Surfing Team, Winner Kahuna (45+) division (2006 Ixtapa)

EXPERIENCE:

- 2-90 to present ***Maquila Properties, Inc.***— San Diego, California
CEO. managing a successful real estate brokerage and consulting firm focusing on maquiladoras in the Baja California area.
- 1-98 to 1-99 ***Colliers International,***— San Diego, California /Tijuana, Baja California
Director, Baja California and managing partner, establishing a new office in the Tijuana real estate market. Responsible for all aspects of Baja California business expansion including budgeting, recruiting, business development and operations.
- 1-96 to 1-98 ***Director of Marketing,*** Baja California marketing Baja California commercial real estate for investors and users. Clients include: ATT, Teledyne, Allied Signal Corp., GET Manufacturing and Medisystems. Responsible for over 750,000 sf of building leases and purchases in 1997.
- 1-92 to 12-95 ***UCSD- Extension*** --San Diego, California
Teach courses as Instructor - UCSD Extension, in Mexican Real Estate, Mexican Investing.
- 12-88 to 2-90 ***John Burnham & Company*** — San Diego, California /Tijuana, Baja California
As Special Projects Analyst for the president of Burnham de Mexico, analyzed business opportunities and helped establish the Tijuana office. Beginning July, 89, was promoted to Real Estate Broker, specializing in marketing Mexican tourism and industrial properties.
- 1-87 to 12-91 ***San Diego State University*** - --San Diego, California
Taught courses as Instructor - SDSU Extension, in Business, International Marketing, Economics Business Math, Business Writing and English as a Second Language to foreign students. Responsible for the administration of a mainframe and PC based business simulation.
- 5-85 to 8-88 ***Scorpio Surfing Tours*** —Ensenada, Baja California
Part of the founding team and Marketing Director of this Baja California tour company. Promoted company to investors and clients and acted as Tour Guide.