



West Texas Commercial Real Estate Expo
Three States, Two Nations, One Region

*Highlighting the commercial real estate market
in El Paso and the southwest region through
education, marketing, and networking
opportunities.*

September 12th & 13th, 2024

#WESTCOM2024

*Special thank you to the El Paso Community Foundation, our
partners in bringing WestCom to El Paso and our region.*



EL PASO
COMMUNITY
FOUNDATION

Thursday, September 12th

La Nube Science and Discovery Center

Member Hosted Reception 5:30 - 8:30 PM

Registration/Badge Pick-up
Sponsored by: RJL Real Estate Consultants, Cielo Vista Mall, Terracon,
and Texas Bank

Friday, September 13th

Hotel Paso del Norte - Main Ball Room 2nd Floor

Registration Check-In 7:30AM - 3:30 PM

Continental Breakfast 8:00 - 8:30 AM

No breakfast available after 8:30 am
Sponsored by: Catamount Constructors, Inc.

Dealmaking Tables 8:00AM - 4:00 PM

Welcome & Introduction by the Conference Chair 8:30 - 8:45 AM

Paola Gallegos - Associate, RJL Real Estate Consultants

The University of Texas El Paso - Sustaining the Growth 8:45 - 9:15 AM

Andrea Cortinas - Vice President and Chief of Staff, UTEP
Introduction by: Stuart Shiloff - VP of Operations, River Oaks Properties

WestCom Presents Check to UTEP's Real Estate Program 9:15 - 9:20 AM

To: Andrea Cortinas and John Hadjimarcou, Ph. D. Dean, Woody L. Hunt

Rise of the Sun City: Spotlight on El Paso's Industrial Boom 9:30 - 10:15 AM

Introduction and moderating by Christian Perez-Giese - Executive Vice
President-Director, CBRE El Paso

Alan Russell - Chairman & CEO, TECMA Group

Jeremy Giles - Co-Founder and Managing Partner, Constellation Real
Estate Partners

Octavio Saavedra - President and Founder, EP Logistics, LLC.

Break 10:15 - 10:30 AM





The Dynamics of Change **10:30 – 11:30 AM**
in Demography: Trends that Could Change Real Estate

Kenneth W. Gronbach - Demographer, Futurist and Author, KGC Direct, LLC
Introduction by Tina Wolfe – Vice President, Hunt Companies Southwest Division

Lunch

11:45 – 12:30 AM



★ **KEYNOTE** **12:30 – 1:30 PM**
Capital Investments Focusing on Long-Term Strategy, Fostering Strategic Relationships, and Building Capital Relationship That Will Help Complement Growth

Chris Powers - Fort Capital Founder

Introduction to Keynote Session by Tina Wolfe – Vice President, Hunt Companies Southwest Division

Sponsored by: Hunt Companies



Building Healthy Communities: Healthcare Trends and Growth of UMC **1:30 – 2:15 PM**

Ruben Vogt - District Chief Advocacy Officer, UMC

Jon Law - District Chief Strategy Officer, UMC

Introduction by - Bob Ayoub, Chief Public Relations Officer, MIMCO



Blueprint for Success: Regional Experts on Managing Growth and Infrastructure **2:15 – 3:15 PM**

Introduction and moderating by - Margaret Livingston - Chief Operating Officer, Paseo del Este Municipal District

Douglas Schwartz - CEO, Southwest Land Development Services



Justin Chapman - President, Southwest Community Development Division Hunt Companies

Ray Adauto - Executive Vice President/ CEO, El Paso Association of Builders(EPAB)



Closing by the Conference Chair **3:30 PM**

Paola Gallegos - Associate, RJL Real Estate Consultants

Deal Making & Networking

3:30 PM

At Hotel Paso del Norte Mezzanine

Cocktail Hour

4:00 – 5:30 PM

At Hotel Paso del Norte Mirador Lounge, 10th floor

WESTCOM COMMITTEE

Paola A. Gallegos (Conference Chair) – RJL

Real Estate Consultants

Bob Ayoub - MIMCO

Carleen Barth - KAI Commercial

Michelle Casillas - REsource

George Cruz – Doug Borrett Real Estate

Anita Dominguez - WestStar Title

Chris Duncan - REPcre

Cindy A. Foght - Cielo Vista Mall

Jessica Herrera - Mycotoo

Brittany Malooly - EPX Construction

Partners

Cirramy Moncivais - River Oaks Properties

Laura Salome - SVN Fortune Real Estate

Stuart Shiloff - River Oaks Properties

Sergio Tinajero - REPcre

Tina Wolfe – Hunt Companies

Jonathon Valenzuela - Cielo Vista Mall

Contact

www.westcomep.com

info@westcomep.com

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VISUAL RESOURCES BY:*

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*A portion of Westcom's event proceeds is donated to support UTEP's
Woody L. Hunt College of Business Commercial Real Estate (CRE) Minor*