

## Attachment B – Background

### ***Hmong American Partnership***

Hmong American Partnership (HAP) is a non-profit organization focused on moving the refugee and immigrant community towards social and financial prosperity. HAP was founded in 1990 to serve a growing Hmong community in Minnesota. We are rapidly expanding to address demand for services, and in the last 25 years we have grown to become the largest Hmong non-profit organization in the United States. We now offer programming across the nation. HAP is proud that the broader immigrant and refugee community has sought our services, and we serve approximately 7,000 clients annually and have the staff expertise to serve people from 18 nationalities.

### ***Ms. Bao Vang, Hmong American Partnership President/CEO***

Ms. Vang has served at HAP's CEO and President for the last 7 years. During her tenure, she has more than doubled the organization's annual operating through increased contracts and earned revenue strategies. This includes seeking successful bonding and investments for a \$20,000,000 charter school development project. Further, Bao oversaw the successful launching of a social enterprise bus company that has grown from a \$50,000 operation in 2010 to a \$3.5 million operation in 2015 employing over 60 drivers and operators providing transportation for 5,000 students annually.

Prior to her position with HAP, Bao had over 15 years of Welfare to Work program knowledge and experience. Ms. Vang comes to HAP from Ramsey County where she managed the Financial Assistance Services Division. Ms. Vang has 10 years of experience working for Ramsey County where she managed and developed leadership teams across 8 county departments and developed an extensive knowledge of county and state employment services programs. She is deeply connected to key public and legislative officials at the city, county, state and federal levels.

### ***JB Realty Company***

JB Realty Company was founded in 1984 with a vision of providing uncompromising commercial real estate services. JB started out as a leasing, brokerage and management firm. Throughout the years we have added services to include-Leasing and Brokerage, Tenant Representation, Property Management, Facilities Management, Development Services, and Financing.

Since JB Realty's founding, the firm has remained committed to building relationships. Seventy percent of our business is repeat customers. Our team of experts pride themselves on understanding the unique needs of each of our clients. In doing so, JB Realty has maintained a strong and loyal customer base.

### ***J. Kou Vang, President***

J. Kou Vang became President of JB Realty Company in September of 2002. He brings with a wealth of experience in Finance, Accounting and Investment. Before to joining JB Realty Company he was Vice President of Commercial Lending and an Investment Advisor for a local Bank. While at the Bank, he managed both a commercial loan portfolio and an investment portfolio. He was heavily involved in commercial real estate lending and development/construction projects. Prior to joining the Bank, Kou was President of an Asian food importer and distributor. He has held a number of other finance/accounting positions with other organizations.

***Paul McQuaid, Vice-President Brokerage and Facility Management***

Paul McQuaid joined JB Realty in April 2003. Paul has been working full time in real estate since

1995. He obtained his broker's license in 1999. With his experience in commercial and residential real estate, Paul brings a wealth of knowledge to JB Realty. He has a strong background in investment and real estate analysis. Paul and his wife Linda also own investment real estate in the Twin Cities.

In addition to leasing and brokerage, Paul is responsible for facility management for JB's portfolio of properties as well as client properties. Paul has a full understanding of facility related issues and is able to assess each situation, determine what needs to be done and who to dispatch to meet the needs and timing of each project. He is responsible for coordination between tenants and landlords for inspections and service work done by government agencies and trades.

***Lanh Thao, Associate***

Lanh Thao joined JB Realty Co. in 2014 as an Associate. He will be involved in the areas of Leasing and Brokerage and Development.

Prior to joining JB Realty, he worked in the Medical Device Industry for more than 20 years and as an Application Engineer. Lanh comes to JB Realty with strong interpersonal communication skills that are critical in the relationships with Clients. His significant experience in delivering a high level of customer service surrounding highly technical products and applications will benefit our Clients. He has an ability to handle multiple projects and deliver problem-application solutions in a demanding environment. Lanh has an in depth ability to interpret detail design documents and drawings.

***Craig Kronholm, Construction Project Manager***

Craig Kronholm joined JBR Construction as Construction Project Manager in April of 2006.

He brings with him over 30 years of construction management experience. Craig has held high-level positions with both national and local companies. He has orchestrated projects ranging from 3 million to 1.2 billion and totaling over 2 billion dollars for a wide variety of companies, school districts and cities locally and nationally.

***Linda McQuaid, Project Coordinator***

Linda McQuaid joined JB Realty in April 2004 as our Project Coordinator. Linda has a degree in Graphic Arts from 916 Vo-tech now called Century College.

At JB Linda manages all our marketing efforts and project work, utilizing her creative and technical background.