



HIGHLANDS RANCH

COMMUNITY ASSOCIATION

2025 Board of Directors Candidate Data Form

Name: Daniel Brown

Street Address: 9649 S. Hackberry Street

Telephone: 720-512-8056

Email Address: dwbrown303@gmail.com

Date you purchased your home in Highlands Ranch: December 1997

Summarize your background:

I am currently the Business Development Manager for the Western United States at Belimo Automation. We manufacture and sell end devices for the building automation industry as a component of commercial mechanical systems. I have been employed in several aspects of the commercial mechanical industry including sales, operations management, and limited ownership for over 30 years. I was born and raised in the Denver area, and have lived in the metro area for most of my life. We moved our family into Highlands ranch in 1997 and have lived here as a active member of this community since.

Briefly state your reasons for seeking a position on the Board of Directors for the Highlands Ranch Community Association. Include any other qualifications that might be an asset to the HRCA:

I believe that the HRCA board is an important aspect of maintaining home values and the Colorado outdoor lifestyle that we all enjoy. It is important for the board to ensure that the community balances the needs of both our new and older community members.

I have served on the Science & Cultural Facilities District (SCFD) Board for three years, and was recently reappointed by the Douglas County BOCC for an additional three years. I was elected as the Secretary last Year, and was reelected again this year. I have served as a precinct committee person, delegate, Treasurer and Vice Chairman of a Douglas County political party. I enjoy working with others to promote community engagement for the overall betterment and enjoyment of the community.



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Have you ever served as a volunteer for HRCA? If so, in what capacity and for how long?

I have served a little more than a year as the delegate for district 73.

What issues do you think are most important to the future of the HRCA and Highlands Ranch?

I believe that maintaining the dedicated open spaces in the back country is critical for future residence of HRCA to be able to enjoy the wildlife and rural feel of our suburban neighborhoods.

Ensuring that our facilities meet the needs of all ages of the community for recreation, education and relaxation.

Please answer the following questions:

- 1. Will you have the time required to fulfil the duties of this position? **Yes** **No**
(Community Declaration, Section 4.2 & Bylaws Sections VII and VIII)
- 2. Will you be able to attend the necessary evening meetings? **Yes** **No**
- 3. Are you able to be contacted during business hours? **Yes** **No**
- 4. Do you object to your phone number being available to Highlands Ranch residents?
Yes **No**
- 5. Are you prepared to fulfill the term until March of 2028? **Yes** **No**
- 6. Have you attached a copy of your resume? **Yes** **No**
- 7. Have you signed and attached the Duties and Responsibilities document? **Yes** **No**

Signature: Daniel Brown

Date: 1/23/2025

Copies of this candidate data form may be made available to all residents and may be published in various news articles and HRCA Correspondence.
The Candidate Form is also available online at www.hrcaonline.org
Please email or drop off application and resume by January 24, 2025, to:
The Highlands Ranch Community Association, Attn: Board Elections,
9568 University Blvd. Highlands Ranch, CO 80126 or by email to Theresa.hill@hrcaonline.org

Daniel William Brown

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Professional Profile

- Knowledgeable Sales Professional with leadership experience.
- Accomplished in establishing/maintaining relationships with Key personnel
- Effective analytical person who can solve problems before they become major roadblocks.
- Adept at organizing assets to meet customer needs while maintaining profitability goals.

Professional Summary

Regional Business Development Manager (2022 – Present)

Belimo Automation, Danbury, Connecticut

The Regional Business Development Manager is responsible for growing Belimo's business by creating incremental preference and demand for Belimo products from indirect customers, such as Mechanical Contractors and End Users, through their selling efforts. The RBDM provides strategic growth leadership for Belimo's Distribution sales channel in the Western United States, closely collaborating with the territory District Sales Managers and Regional Sales Manager.

Territory Sales Manager (2019 –2021)

Hart & Cooley, Grand Rapids, Michigan

Territory Sales Manager Western United States for the multiple Commercial Hart & Cooley Brands. Established sales quotas in concert with the VP of sales for existing representatives. Perform presentations for representative, engineers, and contractors. Experienced at creating a remediation plan for underperforming representatives, and if their performance does not improve finding new representation in the territory. Participate in regional and national association expositions, as well as representative open houses, and product shows. Identify undeveloped markets and work with marketing, product managers, and production engineers to generate necessary tools to target the undeveloped market.

Industrial Sales Engineer (2014 – 2019)

Air Purification Company, Denver, Colorado

Sales Engineer for a mechanical equipment sales organization, dedicated to the Municipal/Industrial market. Established new business relationships, with Engineers, Owners and general contractors dedicated to the Municipal market as well as maintaining an ongoing business relationship with current Contractors and Mechanical Engineers. Participate in regional and national Municipal association expositions.

Daniel William Brown (Continued)

Director of Air Distribution Group (2008 – 2014)

Engineered Mechanical Systems, Denver, Colorado

Directed sales and customer service staff in establishing a market presence in air distribution products as well as increasing market share of mechanical products. Completed marketing assessment through studying local economic development reports as well as regional industry unit delivery reports. Created a detailed feasibility study; developed and executed a divisional business plan including forecasting. Collaborated with the accounting staff to modify and manage credit and financial policies. Communicated the importance of high-quality, cost effective customer-oriented service to employees. Researched, launched, and managed a remote support office of ten employees in Costa Rica.

Air Distribution Department Supervisor (2006 – 2008)

Sales Engineer (1996 - 2006)

LONG Building Environments, Denver, Colorado

Established and managed a quotation department to collaborate with sales engineers to increase market share of Air Distribution Products. Established departmental policies and procedures to maximize customer service while meeting or exceeding profitability goals. Developed and sustained relationships with key mechanical contractors, mechanical engineers, building owners, business leaders and equipment manufacturers. Developed a warehouse sales program including establishing initial stock levels, identified current market prices, and organized the layout to maximize space utilization.

Education

Bachelor of Science in Management (2008)
Metropolitan State College of Denver, Colorado
Graduated Magna cum Laude

Military Service

U.S. Army (1979 – 1982) Honorable Discharge
Military Police. Completed courses in military police procedures and sentry dog handling.

**Statement of Acknowledgment of Duties and Responsibilities
of Directors, Delegates and Committee Members of
the Highlands Ranch Community Association, Inc.**

I have received, read and understand the document entitled, " Duties and Responsibilities of Directors, Delegates and Committee Members of the Highlands Ranch Community Association, Inc.", a copy of which is attached hereto as Exhibit "A", and I agree to abide by and comply with same, including the guidelines set forth therein, in the course of fulfilling my duties as a director, delegate or committee member of HRCA.

Signature

Print Name

Date