



# El Dorado Holdings, Inc.

[www.eldoradoholdingsaz.net](http://www.eldoradoholdingsaz.net)

## Company Overview

### Founder & Chairman

Mike Ingram

### Inception

1987, Phoenix, with the purchase of John Wayne's El Dorado Ranch

### Strategy

Enter acquisitions at 100% equity, drawing from a network of high net-worth real estate investors. Adopt a long-term view of the market and its cycles. Operate as a "friends and family" investment vehicle.

### Portfolio

40 single-asset limited liability companies valued at \$1 billion (originating from \$350 million invested equity, with minimal debt)

### Arizona Real Estate Holdings

110 partnerships totaling more than 83,000 acres; 2,000 acres of commercial/industrial property; development and entitlement of 37,800 residential lots.

### Properties

Douglas Ranch	West Valley, full-service community; 37,000 acres
Rancho El Dorado	Maricopa, flagship property, master-planned community
The Duke Golf Course	Maricopa, top-rated course Travelgolf Magazine
Circle Cross Ranch	San Tan Valley, residential community
El Dorado Tech Center	Southeast Valley, commercial property
El Dorado Lakes	Maricopa, residential community with recreational facilities
The Lakes at Rancho El Dorado	



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### History and Philosophy

The story of El Dorado Holdings begins with its flagship property and namesake, Rancho El Dorado. Mike Ingram acquired this land in 1987 when he purchased it from Hollywood icon John Wayne, “The Duke,” who owned the property for some 42 years prior. Today, Rancho El Dorado, which sits approximately 30 miles south of Phoenix in the city of Maricopa, has evolved into a state-of-the-art master-planned community complete with all the amenities required for modern family living.

Though the Phoenix real estate market went through a slump shortly after the acquisition of Rancho El Dorado in the late 1980s, Ingram and his partners maintained a vision for the future that would see through it. Today, they continue to make decisions with this long-term strategy, driving growth of Greater Phoenix.

In many respects, Rancho El Dorado’s evolution is reflective of the mission and purpose of El Dorado Holdings at large – to not only build and develop properties, but also to grow communities throughout the Valley. The group’s vision is to invest in foundations for families and businesses that will fuel the vitality of Arizona. As El Dorado Holdings Founder and Chairman Mike Ingram says, “Success happens when you have a larger goal in mind. We grow stronger when we help others create their own opportunities.”

That success has proven itself throughout the El Dorado Holdings’ 25-year history, characterized by investor trust and favorable returns. A “family and friends” network of high net-worth individuals enables the group to enter its acquisitions most often at 100 percent equity. This enables investors to adopt hands-on management over their assets – ensuring control over financing, rezoning, development, marketing, leasing and disposition.



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## Douglas Ranch, a 21st Century City

Scenic views of the White Tank and Belmont Mountains are just the start. At 37,000 acres, Douglas Ranch is set to become a full-service community ready to meet the needs of the 1.9 million people expected to call the West Valley home by 2030. As one of the largest, single-entity owned and entitled developments in the U.S., this property has critical implications for the growth of the West Valley.

Envisioned as a “legacy community,” Douglas Ranch is poised to become America’s most dynamic planned community – a model of bold design, environmental stewardship and extraordinary lifestyle built on a robust economic foundation. It is the first-rate model for a 21st century city.

More than 104,000 housing units are planned to surround a 300-acre Central Park as well as a Town Center, to act as a commercial and employment core. The property will offer 55 million square feet of office and retail space, 29 elementary schools, 6 high schools and approximately 7,000 acres of additional recreational space. Entertainment and cultural arts districts will provide everything from an open-air amphitheater, to museums, a library, theaters and sidewalk cafes. Multimodal transit systems and internal employment opportunities will enable residents to get around without requiring a vehicle.

Douglas Ranch is situated in the Hassayampa River corridor, located 23 miles northwest of Buckeye and 50 miles west of downtown Phoenix, just 9 miles from the I-10. The final stretch of the CANAMEX Corridor, the proposed I-11 freeway, is set to run through the property once established. The development of this freeway would complete the international trade route, which runs from Mexico to Canada, providing a direct link between Phoenix and Las Vegas, and opening up the West Valley to greater commercial and residential opportunities.

El Dorado Holdings is working with a number of adjacent West Valley landowners, county and regional planning organizations and municipalities to position the West Valley as a major driving force of responsible growth.



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## Building Maricopa

When El Dorado Ranch was purchased in 1987, Maricopa and its neighboring rural areas were lacking the critical infrastructure necessary to support future master-planned communities as envisioned by El Dorado Holdings and other landholders. To lay the groundwork for growth, El Dorado Holdings spearheaded the drive to have Maricopa Road, then a two-lane county road, accepted into the state highway system.

This project included obtaining funding from federal, state and county entities as well as the passage of a \$10 million district improvement bond. This undertaking also involved the cooperation of both the Gila River Indian Community and the Ak-Chin Indian Community.

As the liaison for all of these varied groups, El Dorado successfully advanced the project. Maricopa Road is now Arizona State Route 238, improved and expanded to a divided four-lane highway.

The new transportation infrastructure provided the necessary access that helped Rancho El Dorado break national sales records when it opened in 2002. With the overwhelming success of the 1,600-acre master-planned community, El Dorado developed additional communities in the Maricopa area.

These efforts led the way for Maricopa to boost its population by more than 4,000 percent since 2000, making it the fastest growing city in Arizona. The 2010 Census showed a population of 43,482 with 17,240 housing units. As the new home market begins to rebound, residential developers and homebuilders have plans for 60,000 new residential homes within the Maricopa city limits and more than 80,000 units outside of Maricopa but within its planning limits.



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## Executive Biographies

### **Mike Ingram, Founder & Chairman**

Mike Ingram founded El Dorado Holdings, Inc., in 1987 with Mark “Marty” Ortman (retired) with a staff of one and a single escrow property south of Phoenix. That property, John Wayne’s El Dorado Ranch, was the catalyst for growing a network of investors and land holdings strong enough to weather the real estate cycles and economic swings of the next few decades.

Ingram moved to Phoenix in 1987 with his family and personal work ethic to rise through adversity, stay focused on goals and deliver on commitments. Before moving to Arizona, he grew Tufts & Sons of Oklahoma into a company with \$100 million in annual sales. When oil companies in Texas and Oklahoma went through a deep economic crisis, a chain of non-payments swept through all levels of business, causing Ingram to sell off his successful businesses. With the sale, he paid off creditors, avoiding bankruptcy while necessitating his starting over from scratch.

His focus on hard work and responsibility came at an early age when his father passed away. At the age of 11, Ingram put in long hours at the motel owned by his mother and picked up other jobs when not in school to help pay the mortgage. Working his way through college, Ingram graduated from New Mexico State University with a bachelor of science in four years and no debt. He earned acceptance in the national honor society, Alpha Zeta.

Ingram is passionate about giving back to his community and his country. He is committed to a number of business and civic organizations, and serves on the boards of the Arizona Commerce Authority, Arizona-Mexico Commission, Barrow Neurological Foundation (Emeritus), Translational Genomics Research Institute Foundation, C. M. Russell Museum, Shikar Safari Club International Foundation and the National Cowboy and Western Heritage Museum. He is one of the owners of the Arizona Diamondbacks, a Major League Baseball team. He is also actively involved with Pinnacle Forum, Focus on the Family, Campus Crusade for Christ and its ministries within. His greatest passion is the Joe Foss Institute, where he serves as vice chairman of the board.



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## **Jim Kenny, President**

Jim Kenny joined El Dorado Holdings, Inc., in 2007. As president, he directs activity on existing investments and locates new investment opportunities in multiple real estate sectors, with a focus on properties where El Dorado can bring its market knowledge and experience to increase value for investors.

Prior to joining El Dorado, Kenny held positions of increasing responsibility at Richmond American Homes, one of America's largest public homebuilders. As vice president of land acquisition and development, executive vice president and then president of the company's largest division, he grew the company's volume from under 1,000 to more than 3,000 homes delivered annually. Before Richmond American, he also worked for UDC Homes and Shea Homes in land acquisition and development.

Kenny serves on the boards of the Greater Phoenix Economic Council and the Maricopa Economic Development Alliance, along with representing the real estate development industry on the Maricopa Association of Governments Economic Development Committee. Before moving to Phoenix, Kenny practiced law in Boston, MA, with a focus on real estate, corporate and insurance litigation. He is a graduate of Suffolk University Law School and The College of the Holy Cross.

## **Linda Cheney, Vice President**

Linda Cheney joined El Dorado Holdings, Inc., in March 2007. As vice president, Linda manages the various investor-owned land holdings in the City of Maricopa and in Pinal County. Linda has a master's of science in civil engineering and more than 30 years of broad-based experience in land acquisition due diligence, zoning, planning, engineering and land development.

An active member of Pinal Partnership, Linda is on the board of directors and serves as co-chair of the Pinal Partnership Transportation and Infrastructure Committee. Linda also is a director on the board of Maricopa-Stanfield Irrigation and Drainage District.



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## **Chris Grogan, Partner**

Chris Grogan joined El Dorado Holdings, Inc., in 2011 and is responsible for building, strengthening and maintaining investor relationships while identifying and evaluating real estate opportunities. He brings to the team an expertise in market analysis and analytics as he tracks and compiles valuable and extensive market knowledge.

Prior to joining El Dorado, Chris was with Arizona's leading brokerage firm, CB Richard Ellis (CBRE), where he developed expert market knowledge and expanded client relationships by providing top tier value-added services. Working for both CBRE Research and CBRE Brokerage Services, Chris specialized in commercial transactions including tenant representation and landlord representation, investment sales, land development and build-to-suit transactions.

A Phoenix native, Chris graduated from Brophy College Preparatory and went on to earn a bachelor of arts in business communications from Assumption College in Worcester, MA.

Chris is an active and passionate Fiesta Bowl volunteer; a member of NAIOP, where he served as co-chair of mentorship; and a member of Valley Partnership's City/County Committee. Chris also served as a member of Urban Land Institute's (ULI) Arizona Youth Leaders Group and a past vice president of public relations for Arizona Biltmore Toastmasters.

## **Debra Bricker, Designated Broker/Director**

Debra Bricker joined El Dorado Holdings, Inc., 25 years ago on day two of the company's inception. She is an officer and the Designated Broker of the corporation, oversees multiple real estate holdings and serves as a liaison for all of El Dorado's investors. Debra creates and maintains all records and ensures that El Dorado's investors are well informed. Debra also assists El Dorado's CEO, Mike Ingram, in his many philanthropic endeavors.

Prior to her work with El Dorado, Debra served as development manager and vice-president of The Coulter Agency, a real estate and development firm based out of Gillette, Wyoming, that specializes in residential subdivisions and government assisted multi-family apartment complexes. The Coulter Agency conducts business in multiple locations throughout Montana, Wyoming and Arizona.