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Top Skills

Real Estate Development
Leadership
Management

Honors-Awards

Chairman

Joe Spencer

Principal at Jade Group, LLC
Pleasant Grove, Utah

Summary

As a younger man, I was VP of Software Development and I traveled to Japan to save the company's largest customer.

When I got back home to Utah, my life changed. My problem solving and relationship building with that customer had earned my entire team a nice bonus.

I used my bonus to purchase a 6-plex in American Fork. I was amazed that \$20,000 down would purchase a property worth more than 10x that much. Over the next few years I leveraged that purchase to buy, renovate and sell over 100 residential doors. I built Blue Ribbon Storage (475 unit self-storage in Pleasant Grove). I developed several subdivisions.

In 2013 I was helping a friend develop some land. He introduced me to a rarely used financing tool - special assessment bonds - to build infrastructure in his new subdivision. As chairman of the local district that encompassed his project, I placed my first assessment bond. Afterward, the underwriter suggested I help other developers create assessment bonds. I've enjoyed putting multiple bonds in place to help fund public infrastructure over the past five years.

My current projects include developing land in Payson, Utah and buy/hold residential rentals. My residential rental focus is on providing affordable housing to singles that are not students.

Experience

Jade Group, LLC
Principal
March 2016 - Present
Pleasant Grove, Utah

Real Estate Investment. Developing 42 acre mixed use project in Payson, own and manage residential properties.

Utah P3, LLC

Principal

November 2013 - Present

Pleasant Grove, Utah

Promoting P3s between real estate developers, private funding and municipalities through non-recourse assessment bonds and capital leases... advancing innovative municipal infrastructure funding.

Agile Group, LLC

Managing Partner

June 2013 - Present

Pleasant Grove, Utah

Directing all aspects of development processes from entitlement through financing infrastructure to finished lot sales. Consulted on development of municipal water and sewer company.

Hideout Utah Local District

Chairman of the Board of Trustees

August 2013 - Present

Hideout, UT

I've deeply enjoyed 5 years of initiating, selling and managing assessment bonds to install infrastructure within Hideout Local District boundaries.

AE2S/Nexus

Municipal Advisor

March 2017 - December 2018 (1 year 10 months)

Greater Salt Lake City Area

AE2S/Nexus is registered with the MSRB as a Municipal Adviser. My affiliation with AE2S/Nexus allows me to offer broader financial services to municipalities, especially in drinking water, waste water and water resource projects.

Spencer Properties

General Manager

1998 - May 2011 (13 years 5 months)

Pleasant Grove, UT

Created eight major commercial real estate projects and bought, renovated and sold over one hundred residential units.

Identified, designed and capitalized on opportunities within markets to revitalize and enhance communities around Utah and Idaho.

Created relationships of trust with government leaders, banking leaders, contractors, home owners and renters, and real estate professionals.

Commercial projects included self storage facilities (Blue Ribbon Storage in Pleasant Grove), several residential subdivisions, and multiple use commercial projects.

Blue Ribbon Storage

Owner

2002 - 2009 (8 years)

located ground, entitled ground, developed four acre facility, and oversaw managers through rent up of 475 units of self storage in Pleasant Grove, Utah

Education

Weber State University

BS, Computer Science · (1988 - 1990)