



The Honorable David L. Carden U.S. Ambassador to ASEAN. The Honorable Scot Marciel, U.S. Ambassador to Indonesia. The Honorable Daniel Shields, Councilmember Danny Nguyen, U.S. Ambassador to Brunei Darussalam. The Honorable David I. Adelman, U.S. Ambassador to Singapore. Honorary Consul General of Thailand Charles Foster.

"I am grateful to the citizens of Missouri City for this honor and privilege and for this assignment," he says. "I love meeting everyone, yet for everyone I feel it's much more productive and enjoyable to spend this time on actual community work than knocking on the doors of several thousand houses in the spring heat with a campaign staff," he adds. Nguyen recently joined other county leaders and the Fort Bend Meals On Wheels leadership to serve hot meals to our senior citizens.

"I was born and grew up in one of the poorest places on earth, during the most dangerous time at the peak of the Viet Nam War. So to aspire from a political refugee to an elected official is the highest honor one can earn in America."

### **Appreciative For All The Awards And Accomplishments**

He is appreciative for all the awards and accomplishments he has received in recent years. Some include the Certified Commercial Investment Member (CCIM) Rising Star 2007, Certified Commercial Investment Member (CCIM) Designation - A CCIM is a recognized expert in the disciplines of commercial and investment real estate; the CCIM designation is considered by many to be the Ph.D of commercial real

estate, HAR Realtor/Hero of the Month, June 2010; Houston Community College, Honorary Degree Recipient 2008; YMCA - Outstanding Achievement 2010; Entrepreneur of the Year Award 2009 / Houston West Chamber of Commerce; Houston Association of Realtors® (HAR) - Member / Board of Directors Viet Nameese American Chamber of Commerce - Cofounder and current Board Chair; Houston Association of Realtors - International - Honorary Advisory Member; Houston Mayor's International Affairs and Development Council Asia/Australia Division - Member; City of Houston Mayor's International Affairs and Development Council Chair / Chairman 2010-2011; and the Houston Community College / Adjunct Professor for Viet Nameese.

He's also strongly believes difficult times and crisis always breed new opportunities. "You are forced to be resourceful and creative; and your thinking takes on a long term perspective."

For everyone the past few years can be proof of how much you truly love and believe in yourself and the industry. It was not as fruitful as it used to be, but he has been so proud to be able hold on ...keep payroll, investing, leasing, and paying several hundred thousand dollars of property taxes. As investors want immediate returns, lenders

called off loans without mercy. "The proud moment is to overcome adversity. My genuine respect for the industry, my strong faith in God, and my team, have allowed me to match the economical challenges that hit the Real Estate industry so hard in recent years.

Since realizing his entrepreneurial dream, Nguyen wants to help as many people as he can to achieve the same dream. This is why he formed the Viet Nameese American Houston Chamber of Commerce. As board chairman he is instrumental in promoting business development not only between local Viet Nameese and mainstream communities, but at the international level as well. With his passion, principle, experience, contacts and affiliations with a team of experienced professionals in the commercial real estate industry, he is committed to fulfilling his clients needs and exceeding their expectations.

Danny Nguyen, president and founder of Danny Nguyen International d/b/a Danny Nguyen Commercial, is ready for action.

He is a strong promoter of free enterprise. He especially appreciates this particular freedom amid the many other freedoms in Fort Bend, Texas and the United States.

Danny Nguyen could be reached at [www.dncommercial.net](http://www.dncommercial.net), or call 713-270-5400.

# Danny Nguyen

## A Councilman and Entrepreneur: Faith, Destiny, Freedom and Opportunity



(From left to right): Former Houston Panama Ambassador Juan Sosa, Houston Comptroller Ron Green, Port of Panama Authority Chair, Port of Houston Authority Chair Jim Edmonds, Harris County Attorney Vince Ryan, Greater Houston Partnership CEO Jeff Mosley, Councilmember Danny Nguyen.



Danny, Darrell, Jordan and Marie Nguyen.

A kindred Texas spirit ushers in another spring and infuses even more passion and energy into Danny Nguyen's business and civic life as a commercial real estate developer and elected official in Fort Bend County. "This is the place and the time has never been better," claims Nguyen. Grateful for his blessings of faith, family, business, and community, he is reverent and adds, "The future looks bright ahead."

When Nguyen was recently invited by Fort Bend County Judge Bob Hebert to join him and the Greater Fort Bend Economic Development Council team on a trade mission trip to China to bring business to our county, he was exhilarated and accepted. Although it meant he had to rearrange appointments as a business owner and as a city council member in Missouri City, the excitement imploded like when he was invited by GFBEDC Executive Director Jeff Wiley to participate in the Fort Bend TV promotion campaign ads to attract businesses to our county. His most favorite line: "You can't hold the Fort down....(referring to Fort Bend.)" Again, it meant he had the opportunity to participate in the economic development and prosperity growth for Fort Bend and eventually his city.

This was not his first outbound trade mission. In past years Nguyen participated in several mission trips to different countries with various government and business leaders from locations like Panama, China, The Netherlands, Russia, and Viet Nam. His love and connection with this country has continued for nearly three decades beginning when he first came to Fort

Bend with his father as a political refugee in search for freedom and opportunity from Viet Nam.

His story is truly inspirational to share as a person who values freedom and free enterprise and has paid a price for it. A price that nearly cost his and his family's life after 25 days on the Pacific Ocean on a small fishing boat with 72 people, and after tolerating three refugee concentration camps in Thailand and The Philippines. He was separated from his mother and five siblings for 10 years as a teenager. When asked about his three year journey to freedom and the price paid to become an American citizen, he adds, "I'd do it all over again and am so grateful for these experiences...these experiences have helped me treasure even more deeply the freedoms and opportunities that are available here. It is my motivation, the driving force to make the best that allows me to realize my dreams, to be the best that I can be and make a positive impact on my country and community."

Someone once told me, "To be living in America is like winning the lottery. I would not trade it for the world. This is the place. I have found it. Thank you America, thank you Fort Bend!"

This is the place where he had planted the seed of greatness. He holds a deep fondness in his heart for his teachers at Clements High School and those who made an extra effort to help him overcome the challenges of language barrier while trying to catch up with regular curriculum during his early years. "I enjoy sharing with the students today how this early foundation in education was the key to transforming my destiny."

After graduating from Texas A&M University with a BA degree in Business Administration that allowed him to concentrate in International Business and Marketing, Nguyen chose Commercial Real Estate as his career. He had worked so hard and diligently to advance his career from an agent to broker when he purchased a ReMax Commercial franchise, and his first building, while continuing to earn his MBA and his CCIM to become an investor and a developer investing in commercial property. When asked why he had chosen this career and how he continues to work passionately, "It's developed into a never stop learning and improving mentality. I am eager to discover and learn new value and I take great joy and pleasure in education - striving for excellence."

### Career And Business Contribute To The Growth

Today, he, with his team, specializes in income-producing properties, shopping centers, commercial structures and land throughout the Greater Houston area and Texas.

"It's very satisfying to drive around different cities, seeing businesses and buildings standing and flourishing knowing that it's the results of your efforts and team work," says Nguyen, referring to the guidance provided to clients that enabled them to reach decisions for the best location. And as his reach grows internationally, he is pulling them towards his home county. So his many trips abroad to promote international trade with South Texas has served their purpose.

For nearly three decades, Nguyen has witnessed the physical transformation and economic growth of Fort Bend County. "Thirty years ago pastures on both sides of State Highway 6 from Mission Bend to Clements High School were displays of tall grass and herds of cattle." Today, the highly traveled expressway is heavily lined with the ultimate in income-producing properties.

Over the years he and his team have leased, managed, brokered and developed hundreds of thousands of square feet of retail space - in addition to conducting multimillion-dollar transactions with large and small tenants, sellers, buyers, investors and landlords.

A problem solver, Nguyen is resourceful and uses his knowledge and experience in assisting his clients to pinpoint the most advantageous and cost-effective locations such as the retail developments completed in the past few years when his company served as the buyer's broker for the purchase of approximately 192,000-square-foot of retail space formerly known as JC Penney at Sharpstown Mall.

Having the vision with a genuine desire to improve the quality of life in his city, is only one more step for Nguyen. In 2010, Danny was elected official at large and served as Chair on the International Relations and Economic Development committees. Just recently he was re-elected unopposed in comparison to the first time when four candidates filed for the seat.

CONTINUES...