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Vinny English	Q Factor Solutions	Chief Development Officer	vinny@qfactorsolutions.com
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John Bauknight
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John has worked with Confluent Development for over 2 years, sourcing and executing industrial, office, and mixed-use deals nationally. He has over 10 years of experience in ground-up development across more than 1 million square feet of space across multiple deal types including build-to-suits, speculative, and adaptive reuses. John's notable accomplishments include an 84,000 SF data center/office build-to-suit for Charter Communications; 115,000 SF Data Center for EdgeConnex; and working as development director on the 300,000 SF Granite Place office tower in Greenwood Village. John has a civil engineering degree from Clemson University and MBA from CU Boulder. He actively volunteers with Children's hospital Burn Camp and as a board member for Sharing Connexion.



Thomas Beier
Principal, Portfolio
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Thomas Beier leads the Investment and Portfolio Optimization Teams in identifying investment opportunities, establishing respective business plans, and evolving execution strategies to generate optimal returns for the Value Funds. He is a member of the firm's Investment Committee and Innovation Committee, directing research and adoption of emerging technologies to improve investment analysis, property performance, and portfolio management. Before joining Pennybacker at inception, Thomas was a financial associate at N3 Development, a national real estate firm. His valued contributions at N3 included financial acquisition due diligence and securing construction financing. He also evaluated entity and project-level financial performance and capital structure. Thomas initiated his real estate industry focus in the Assurance and Advisory Business Services unit of Ernst & Young. His group's public and private clients included the nation's largest homebuilder and a public office REIT. At his previous internship, Thomas supported sector research and portfolio analytics for small and mid-cap portfolios of Ranger Investment Management. Thomas completed the Program for Leadership Development at Harvard Business School, an Executive Education Program designed to accelerate development of high-potential leaders. Thomas graduated Summa Cum Laude from Texas Christian University with a Bachelor of Business Administration degree in Finance and Accounting. He is also a Certified Public Accountant and a member of the Urban Land Institute.



Elizabeth Chester
Vice President of
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Elizabeth DiLorenzo Chester joined Black Creek Group's Denver headquarters in March 2012 and currently serves as Vice President of Development. Her primary focus is development reporting and financial management, collaboration with internal transactions and external development partners, best practice creation and process implementation, and project management throughout the development life cycle. Ms. Chester was a founding member of the Women's Network at Black Creek (WNBC) and served as the WNBC Executive Committee President in 2017. Prior to Black Creek, Elizabeth worked in the development division at Continuum Partners, a mixed-use developer in Denver, and in the finance division for a San Diego developer, The Corky McMillin Companies. Elizabeth earned her Master's of Science in Real Estate Development from Massachusetts Institute of Technology, as well as an MBA from the University of Colorado at Boulder and BBA from University of San Diego Honors College. Ms. Chester is an active member of the Urban Land Institute and Junior League of Denver.



Derek Conn
Executive Vice President,
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Derek Conn is a partner and executive vice president at Etkin Johnson Real Estate Partners. In this role, Derek is responsible for all capital markets functions including acquisitions and new financings, equity raising and reporting, refinancing of existing portfolio and analysis of existing portfolio for potential dispositions. His financing experience, including acquisition underwriting, default workout strategies and execution help bring Etkin Johnson's investment strategies to fruition.

**Chris Crawford**

Managing Director
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Chris is a Managing Director in the Denver office. He focuses on development within Colorado and acquisitions within the Southwest Region (Colorado, Texas, Arizona, New Mexico). Chris graduated from Dartmouth College with a BA in Government.

**Cadie Crean**

Sr. Investment Manager
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Cadie Crean is a Senior Investment Manager on the Investments and Development team at Schnitzer West. She joined Schnitzer West in 2019. In this role, Cadie executes on the Investment Strategy for over 1 million square feet of office space throughout the Denver Metro. Additionally, in this capacity she is actively involved in all aspects of Schnitzer West's Denver based ground up developments, and works to source new acquisition opportunities. Prior to Schnitzer West, Cadie served as the Director of Asset Management for Everwest's Mountain Region, and prior to that worked for AEW Capital Management out of Boston where she managed a portfolio of office, industrial, and retail buildings in major markets along the East Coast. Cadie received her Master's in Real Estate and Construction Management from the University of Denver where she also completed her undergraduate degree.

**Adam Drvenkar**

Director – Properties & Real Estate
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Adam joined OppenheimerFunds in 2004 as a technology project manager before transitioning to the Corporate Services and Real Estate team in 2006, which he now leads. He is responsible for all real estate, lease administration, facilities management, workplace strategy, physical security and access control. In May 2019, Invesco acquired OppenheimerFunds and Adam has been retained through 2019 with a focus of leasing / selling their Centennial campus. Adam is a board member for the Denver CoreNet Chapter and is President of the Centennial Airport Center Association board.

**Vinny English**

Chief Development Officer
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Whether it was swinging a hammer on a tree house, or placing legos on the next table top empire that occupied the dining room he clearly identified his passions early in life. In order to be an Eagle Scout it made logical sense to rebuild a fitness trail for a local school for the deaf as the Project required to earn the rank. He pursued his childhood interest of building with a degree in Real Estate & Construction Management from the University of Denver, and rounded it out with a brokerage license, and qualifications for a general contractor's license. His hobbies include anything outside, music festivals in remote cities, traveling internationally, and giving it everything you've got. His dream dog would be a Golden retriever, and he lives here in Denver's Sunnyside neighborhood.

**Tanner Fanello**

Vice President, Principal
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Tanner Fanello is a sales professional with over fifteen years of experience in management and new business development in the business-to-business environment. He strives to meet and exceed his client's expectations by bringing value to them through his service and expertise. He continually improves his skill-set by further developing his knowledge of sales and marketing through research and continuing education seminars. One of Tanner's passions is to seek out opportunities to interact with people and organizations and to develop long-term relationships. He moved to the Denver Metropolitan area fifteen years ago, and has developed an extensive knowledge of the market and surrounding areas.

**Phil Friedl**

Senior Vice President,
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Mr. Phil Friedl is a Senior Vice President in JLL's Denver office where he focuses on leading large complex development projects, viability analysis and multi-project capital programs. He leverages his diverse 30 year background in engineering, construction and real estate development to provide organizational leadership with a focus on consistent service, best practices, talent development and client satisfaction.

**Lindsay Giacchino**

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Lindsay Giacchino is a Senior Vice President with Miller Global Properties in Denver, CO. Lindsay has a variety of leadership roles in acquisitions, capital markets, portfolio management and asset management of office properties for Miller Global's commingled fund series. Lindsay has led approximately \$2.0 billion in transactions and over \$300MM in financing. Lindsay directs a number of portfolio management activities including portfolio forecasts, equity capital calls and distributions, annual presentations to investors and loan compliance. Lindsay oversees asset management for office investments in the Southwest including preparation and oversight of annual business plans, major capital projects and third party management and leasing.

**Brad Haigh**

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Dedicated, reliable, thoughtful – and competitive as heck – Brad is also a natural collaborator and trusted mentor. His focus on creating great spaces is joined by his commitment to enhancing and evolving the Norris Design brand. As a Landscape Architect, Brad is committed to a creative and functional design process to establish place and a unique identity.

**Whitney Hake**

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Whitney helps companies find office space in the Denver area. Focused on landlord representation, she delivers extraordinary leasing results to office owners. Whitney will build and lead a team of highly specialized professionals in office agency leasing. Whitney brings a track record of success in commercial real estate leasing to Transwestern's Denver platform. She has negotiated more than 750 transactions, totaling 2.5 million square feet. Prior to joining Transwestern, Whitney worked at Cushman & Wakefield (formerly DTZ and Cassidy Turley) where she was a Colorado top producer for several years. During her tenure at Cushman & Wakefield, Whitney leased an office listing portfolio of 4 million square feet where she developed a strong ability to successfully negotiate on the landlord's behalf. Her extensive knowledge of the office market trends and conditions is beneficial to her clients in saving time and money. Whitney works on behalf of both institutional owners and regional owners. Whitney's vast listing experience in Southeast Denver, CBD and West Denver, coupled with her differentiating marketing tactics, offers landlords a compelling advantage. She is a frequent panelist at business networking events, sharing her passion for Denver and commercial real estate.

**David Haltom**

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David oversees development for Patrinely Group's Rocky Mountain region from origination through execution. He has over 13 years of U.S. and international experience in development and design for multifamily, office, industrial, and hotel/condo. He joined the company in 2018. Prior to joining Patrinely Group, David was a Director at Hines where he oversaw development and completion of Aris Market Square, a 32-story Class A multifamily residential project in downtown Houston, as well as predevelopment of 3099 Olive, a 39-story Class A multifamily residential project in Uptown Dallas. In addition, he has extensive project experience in office, industrial, and hotel/condo, and worked internationally for Hines in Abu Dhabi and India. David received a B.A. from Yale University and a Master of Architecture from Glasgow School of Art in Scotland.

**Amy Hanson**

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Amy Kiefer Hansen focuses her career on assisting clients who are developing raw land or underutilized properties and transforming them into thriving locations. Amy draws upon her experience to provide practical, business-minded approaches to sophisticated legal issues. Her knowledge and experience in working on the front lines of development projects translates into valuable insight for both developer and lender clients. Amy works with developers on the creation of governance structures for resorts, transit-oriented and other mixed-use projects, as well as master-planned communities and condominiums. She has a strong background in document and form development for use by developers in the sale of individual residential condominiums and homes to consumers. Amy has also represented clients regarding license agreements for branded residential projects including both urban and suburban markets. Amy routinely represents clients with purchase and sale transactions, including representation of both buyers and sellers of real estate in multiple states in a variety of sectors including office, industrial, healthcare, and retail. Her experience includes representing investors and developers in investment structuring and all matters related to acquisition, financing, and development.

**Wade Houser**

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Wade Houser is a partner in the Denver office of Lewis Brisbois and a member of the Real Estate, Land Use, and Environment Practice. He is also a member of the Banking & Finance Practice. He is a skilled real estate attorney, experienced in commercial real estate transactions of all types, with an emphasis on commercial lending and leasing. He represents financial institutions, retail businesses, developers and other companies in a wide range of real estate and finance matters.

**Scott Jacobson**

Director, Real Estate &
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Scott is a seasoned Real Estate Professional & Team Builder that began his real estate career almost 30 years ago in a small entrepreneurial company with a portfolio of less than 25,000 square feet & grew that operation to over 2 million square feet with a 12.6% return on investment. He has held Vice President & Director Roles in four global organizations and managed large teams for "cradle-to-grave" real estate services. Critical to his strategies, he builds long lasting relationships with corporate leaders, critical stakeholders, clients, vendors & his teams. He and his teams challenge existing paradigms & long-standing organizational inefficiencies to innovate, find creative solutions & increase efficiencies.

**Austin Kane**

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Austin Kane is Vice President, Regional Director working out of Denver, Colorado. He oversees Unico's real estate investments in Colorado and Texas. Austin co-directs and executes asset strategies on more than 3.6M rentable square feet of class A office and retail space and is Unico's point of contact for new business opportunities in his region. Prior to joining Unico in 2013, Austin was a broker with the Frederick Ross Company for more than 10 years. In this role, he worked with institutional landlords from across the country. During his tenure with Frederick Ross, Austin completed more than 250 lease transactions. He also worked closely with management to mentor young brokers and connect with the larger Denver community. While with Unico, Austin has overseen multiple successful leasing efforts on repositioned properties, setting a bar within individual competitive sets in multiple markets and submarkets. Additionally, Austin has identified multiple off-market office investment opportunities that have closed as well as a significant off-market development play that is currently in progress.

**Elaine Kanelos**

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Elaine leads the Business Development strategy for GE Johnson. She's led business development efforts ranging from intimate \$5,000 specialty projects to complex \$5 billion multidisciplinary P3 pursuits requiring years of positioning and competing. An award-winning expert, she is also highly regarded for her mentoring and training capabilities.

**Kevin Kelly**

Executive Vice President
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Kevin Kelley, who joined United Properties in 2005, oversees the office & industrial development business in Colorado. He has more than 30 years' experience in the development, acquisition, financing and disposition of properties representing nearly \$4 billion in value. Before joining United Properties, Kevin was with Miller Weingarten Realty in Colorado and Faison Associates in Charlotte, NC. In both roles, he was involved in the acquisition and development of retail centers. Prior to that, Kevin was involved in his own investment consulting firm, Renaissance Realty Group. He started his career in the mortgage banking and was employed with Northland Financial (now NorthMarq) and Baird & Warner Real Estate as a loan producer. Kevin holds a B.A. degree in history and an MBA in real estate from the University of Wisconsin-Madison. Kevin is currently serving on the NAIOP Colorado Chapter Board. Kevin was 2016 NAIOP Colorado Chapter President. He is also an active member of the Urban Land Institute (ULI) Colorado and the University of Colorado Real Estate Council. He is a past President of the Wisconsin Real Estate Alumni Association and has served on the Board of Rocky Mountain Human Resources.

**Christine King**

Regional Development
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Christine King, FSMPS, CPSM, is the regional development director for the Denver office of KTG Architecture + Planning. She is responsible for strengthening and growing client relationships in the Mountain States market and contributing to the firm's client-focused initiatives. The Denver office of KTG focuses on high-density residential, mixed-use architecture and for-sale residential developments. With more than 25 years of A/E/C industry marketing and business development experience, Christine has played leadership and mentorship roles within several industry associations including The American Institute of Architects (AIA), Urban Land Institute (ULI), National Association of Industrial and Office Properties (NAIOP), the Society for College and University Planners (SCUP), and Rocky Mountain APPA, Leadership in Educational Facilities. In recognition of her contributions to the industry, in 2011 Christine was awarded and recognized as a Fellow in the Society for Marketing Professional Services (FSMPS). She is also a Certified Professional Services Marketer (CPSM).

Tim Kretzschmar

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**Phil Larger**

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Phil Larger is the Director of Acquisitions for the Mountain and Midwest Regions for EverWest. He is responsible for acquiring office, industrial and multifamily product ranging from development to core. Since joining in 2016 Phil has been directly involved in over \$400 million in acquisitions and dispositions. Prior to joining EverWest, Phil was a senior associate at Duff and Phelps where he valued numerous property types for institutional clients with individual assets ranging from \$500k to \$500MM. Phil has his Master of Business Administration from The Ohio State University and his B.S. in Business Administration from the University of Colorado.

**William Moon**

Managing Principal
Tryba Architects

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William Moon, AIA, joined Tryba Architects in 1990. As Managing Principal, Bill leads the management of the firm overseeing business development, project management, staffing and operations. Bill is deeply engaged in the craft of architecture and works alongside project teams to ensure continuity, consistency and quality across our body of work. Bill is dedicated to the design, adaptive reuse, and redevelopment of structures, systems and the public realm of the modern city. He focuses on the long-term consequences of urban sprawl, resource management and the revitalization of urban neighborhoods. He is highly involved in the growth of cities and sits on the Cherry Creek Design Review Board. Bill also volunteers to aid various local organizations in their efforts to promote smart growth initiatives and the rehabilitation of historic structures. Bill received a Bachelor of Design with Honors from the University of Florida and a Bachelor of Architecture with Honors from the University of North Carolina.

**Rich Morean**

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Mr. Morean joined SKB in 2013, bringing with him over 27 years of national real estate acquisition, development, equity investment and asset management experience. Prior to joining SKB, he served as senior director for GE Capital Real Estate and ran the Denver, Colorado office for the firm's national J.V. equity platform. While at GE, Mr. Morean was responsible for national J.V. equity partner relationships and helped to initiate the firm's third-party fund management strategy, which included deal flow generation of over \$1 billion. He also held senior positions with Kennedy Associates Real Estate Counsel, Trammell Crow Company, and Trammell Crow Asset Services, and served as a planning and zoning commissioner for the City of Winfield, Illinois. Mr. Morean's diverse real estate background includes deep national market knowledge and a comprehensive understanding of diverse product types, including office, industrial, retail, multifamily, and land. Additionally, he is active with and has held board and committee positions with numerous national real estate organizations, including ULI, NAIOP, ICSC and NMHC. Mr. Morean serves as a member of the SKB Investment Committee and drives the firm's new investment opportunities in both Denver and Phoenix. He actively supports the Children's Hospital in Denver, the Leukemia Society of Colorado and the Make a Wish Foundation of Colorado. Mr. Morean received his MBA from the American Graduate School of International Management "Thunderbird" and a Bachelor of Science degree in political science from Colorado State University. He holds a Colorado Real Estate Broker's License and FINRA Series 22 and 63 licenses.

**Jessica Ostermick**

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Jessica is a professional with over 15 years of experience. Prior to joining CBRE's Capital Markets, Industrial & Logistics Services, Jessica was the Director of Research for the Colorado region. Jessica now partners with Tyler Carner and Jeremy Ballenger to focus on client, investor and owner opportunities within the industrial and logistics marketplace. Jessica applies her unique market insight and expertise to drive clients' real estate decisions and strategy. By leveraging local and national resources as well as market expertise, Jessica helps our clients realize more opportunities. She also provides professional oversight and deal management. As CBRE's Director of Research and Analysis for the Colorado region (2013 to 2016), she generated market insight and intelligence to support defensible decision making for CBRE professionals and clients. With expert discernment in market trends and key regional dynamics, Jessica anticipated opportunities and provided strategic analysis for all asset classes. At the national level, Jessica led research efforts related to the energy vertical, data centers, and multifamily. Earlier in her career, Jessica was a Research Economist with Development Research Partners where she closely tracked the Colorado economy and performed various real estate and economic research projects for public and private clients, including economic and fiscal impact analysis, industry cluster analysis and feasibility studies. She also served as Director of Business Development for OZ Architecture where she strategically developed business relationships and implemented new practices to advance the company. Jessica is a LEED Accredited Professional.

**Blake Ottersberg**

Director of Mixed-use
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Blake Ottersberg brings 8 years of development experience to McWhinney. In his role as Director of Mixed-Use Development, Blake oversees Diary Block development including financing, completing office and retail lease-up, managing the development budget, and transitioning the project to Operations. In addition, Blake directs underwriting efforts and land lease deal structuring on mixed use development including retail, office, multifamily and hospitality programs in Portland, OR. He works closely with internal teams as well as local architects, brokers, and general contractors to better understand the unique market characteristics. Previously, Blake served as Director of Financial Planning and Analysis for the DCT Industrial Trust in Denver, CO. In his role with DCT, Blake managed the annual budgeting and quarterly forecasting process for 400+ property publicly traded real estate investment trust (REIT) that acquired and operated high-quality bulk distribution and light industrial properties. Blake earned both his Bachelor of Science in Business Administration – Finance, and his Master of Business Administration with emphasis in Real Estate and Finance from the University of Colorado at Boulder.

**Bill Parkhill**

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Bill Parkhill has been designing and developing real estate projects in Denver for over 35 years. As licensed architect, Bill is able to integrate planning concepts with sound financial underwriting to create development projects that contribute to the urban fabric and result in solid investor returns. His understanding of the entitlement process has led to the development and repositioning of over \$350 Million in land and commercial real estate in the Denver metro area. Bill has a Bachelor's degree in Architecture from the University of Illinois and received a Master of Architecture degree from the University of Colorado.

**Roger Pecsok**

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Roger Pecsok joined Continuum Partners in 2001 since which time he has performed, coordinated, or overseen a wide range of development responsibilities on multiple Continuum projects including financial analysis, budgets, entitlements, design, construction, sales and leasing and for all product types. From his initial days at Continuum, Roger worked extensively on all aspects of Continuum's 3.5 million-SF Belmar mixed-use development and his role expanded to have overall responsibility for its ongoing development. In his position as Development Director, he has had development responsibility for Bradburn Village, a 120-acre mixed-used project in Westminster, CO; The Ridge at Harvest Hills, a 164-acre residential subdivision in Williston, ND; O Street, a 38,000 SF Whole Foods anchored retail center in Lincoln, NE; and the Art House Condominium project, a complex mixed-use project that includes 13 high-end townhomes, a mid-rise building with market rate and affordable housing components and a contemporary art museum. Currently, Roger is directing all development activities for Produce LA, a 116,000-SF creative office and retail building in the heart of the LA Arts District. He is spearheading the Westridge mixed-use development in Midland, TX, consisting of a 135-key hotel, 500 units of multi-family housing, 115,000 square feet of retail, and 350,000 square feet of office. Roger is also directing the development of the \$200 million mixed-use Market Station project in the heart of Denver's LoDo neighborhood, consisting of 82,500 square feet of retail, 95,700 square feet of office; and 225 residential units. Prior to joining Continuum, he developed commercial properties for four years in the Seattle area with Opus Northwest, and before that was with Morrison Knudsen for two years. Roger has undergraduate degrees in Economics and Political Science as well as a Master's Degree in Civil Engineering with an emphasis in construction management, all from CU Boulder. He has been involved and held memberships in NAIOP, CNU and ULI and has participated in a number of panels, advisory committees, product councils and design review boards.

**Todd Roebken**

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Todd Roebken is an Executive Managing Director based in Savills Studley's Denver office. Todd is part of the Denver leadership team that includes Rick Schuham and Greg Bante. He focuses on the fulfillment of his client's goals through best-in-class service delivery utilizing a hands-on, personalized approach and has a strong reputation for developing innovative cost reduction strategies. Understanding the most complex business issues, Todd uses his breadth of experience to better develop solutions that best meet his clients' unique business objectives. Todd has 26 years of experience in commercial real estate. He has completed acquisition and disposition assignments valued at more than two billion dollars. His experience is deep as well as broad, including land purchases, land sales, speculative development, build-to-suits, lease and sublease transactions, building purchase and sale transactions, portfolio analysis and real estate consulting services. Todd's diverse client list includes Comcast, Lockheed Martin and Kaiser Permanente. Prior to joining Savills Studley, Todd was a Managing Director at JLL, and a Managing Principal and Partner with Cresa Partners before that.

**Jamie Roupp**

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Mr. Roupp is primarily responsible for leasing office buildings located in the Central Business District ("CBD"). In addition to representing institutional quality assets, he focuses on ground up developments and significant building repositioning assignments. He has been active in emerging neighborhoods, such as River North ("RiNo") and Lower Highlands ("LoHi"). He has earned a reputation for successfully resolving complicated real estate challenges. In addition to leasing office buildings, Mr. Roupp focuses on representing buyers and sellers of office buildings and land for development in the Denver metropolitan area. He has vast experience in transit oriented developments ("TODs"). Prior to rejoining JLL in 2011, James spent 5 years with the Denver Urban Renewal Authority (DURA). He was responsible for underwriting approximately \$30 million of Tax Increment Financing (TIF) investments in real estate development projects, with a leveraged development value of roughly \$150 million. Prior to his work with DURA, James worked with Corporex Colorado, a commercial real estate development company. At Corporex, he was involved in the development of the 174 room Embassy Suites Hotel at the Denver International Airport. Simultaneously, James developed strategic financial models used to analyze the acquisition of hotels and office buildings throughout the western U.S., resulting in the acquisition of 188 Inverness Drive. James began his career in real estate with the Staubach Company in Denver, where he supported senior tenant representation brokers.

**Jarrod Schleiger**

Executive Vice President
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Jarrod Schleiger is Executive Vice President at FirstBank's Cherry Creek market, and has been with the company since 2005. FirstBank is one of the largest privately held banks in the country and has been serving Colorado since its founding in 1963. As a commercial loan officer, Jarrod enjoys working with developers and owners on all types of commercial real estate and construction financing. He also serves as part of the market's senior leadership team.

Jarrod is an active member of the Urban Land Institute and currently serves as Treasurer for Rocky Mountain Microfinance Institute and CommunityWorks. Prior to joining FirstBank, Jarrod was a residential real estate broker in northern Colorado. A Colorado native, Jarrod is a graduate of Colorado State University with a B.S. in business administration, and earned a graduate degree in banking from the Graduate School of Banking in Madison, Wisc. When away from work, Jarrod enjoys spending time with his wife, Laura, trying to keep up with their four boys, as well as cycling and enjoying the Colorado outdoors.

**David Smith**

Vice President, Acquisitions
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Dave Smith joins Golub & Company as Vice President, Acquisitions in its Denver office, responsible for evaluating new development and acquisition opportunities in the Western region. In this role, Smith will focus on sourcing, underwriting and executing due diligence of acquisitions, as well as procuring debt and equity. Prior to joining Golub, he was Vice President at Trammell Crow Company, managing the development of office, residential, industrial, mixed-use, and large land developments.

**Ann Sperling**

Senior Director
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Ann Sperling serves as Senior Director for Trammell Crow Company's Denver Business Unit, where she focuses on principal and fee based commercial real estate development across all product types throughout Colorado, including the sourcing of new projects and working with existing and prospective capital partners.



Eric Tupler

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Eric is a senior managing director and co-head of the Denver office of JLL Capital Markets, Americas. He joins JLL as part of the HFF acquisition and also serves on the firm's Leadership Committee. Eric has more than 25 years of experience in the commercial real estate and finance industry and specializes in originating debt and equity transactions throughout the United States. He has completed in excess of \$15 billion in commercial real estate transactions during the course of his career. Eric started at HFF in January 2012. Before that, he was a vice chairman in the Denver office of CBRE Capital Markets, where he was the firm's top Denver sales professional and the leader of the Denver Capital Markets Group. During his 15-year career with CBRE he achieved many significant accomplishments, including being named the company's number one national producer in debt and equity finance in 2004 and receiving the Manager Innovation Award for Capital Markets in 2007. He was also a six-time Coldwell Colbert Circle Award recipient, which recognizes the top three percent of commissioned CB Richard Ellis salespeople worldwide and a top 200 sales professional eight times. Prior to that, he was a credit analyst at Barnett Bank in Miami, Florida. Eric began his career in finance at PNC Mortgage as a Loan Officer.



Doug Wells

CEO

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Mr. Wells leads all operational, investment, and capital market activities for Broe Real Estate Group and its affiliates. Mr. Wells also leads the Management Committee, which provides strategic direction for the company. Wells was previously Chief Investment Officer of Shelter Canadian Properties Limited, a real estate investment management company. Before that, he spent 15 years with Lazard Real Estate Partners, most recently as Managing Principal with investment management responsibility for five real estate opportunity funds, which at its peak totaled more than \$3 billion of committed partner capital invested in the hospitality, office, industrial, retail, senior living and structured finance sectors. As part of his role at Lazard, Wells also served as President of InTown Suites, Inc., an Atlanta-based extended-stay hotel company with 127 locations. He was previously with The Mutual Life Insurance Company of New York/ARES Realty Capital, and started his real estate career with Shelter Corporation of Canada Limited.