



MARCEL ARSENAULT *Chairman, CEO & Founder*
Real Capital Solutions

Marcel Arsenault is the Founder of Real Capital Solutions, one of the largest private commercial real estate companies in Colorado, and serves as its Chief Executive Officer and Chairman.

Marcel approaches the real estate business from an academic perspective, constantly reading and analyzing the industry to better understand the story behind the story of real estate cycles. Over the past 30 years, he has purchased and managed more than 350 real estate investments totaling approximately \$3.0 billion. His resume includes completing workouts on over 10 million square feet of property acquired during the RTC and savings & loan crisis, profitability shorting homebuilders in 2005, accurately predicting the housing-led U.S. recession, and selling 80% of his portfolio at market peak.

Marcel's reputation for integrity, creative deal structuring and decisive action makes him a leader in real estate.



KITTIE L. HOOK *Managing Director*
Newmark Grubb Knight Frank

Kittie Hook joined Newmark Grubb Knight Frank in September 2014 and serves as a managing director at the Denver office. A 31-year veteran of Colorado commercial real estate, Ms. Hook provides site selection services for companies looking at entering the Colorado area, as well as for existing companies with expansion, consolidation and real estate analysis requirements. She provides comprehensive brokerage services including sales, leasing, negotiations, project analysis and coordination. Throughout her career, Ms. Hook has closed transactions valued at more than \$200 million.

A corporate services specialist, Ms. Hook has dedicated her career to providing value-added representation services to users of commercial real estate. Her specialized expertise includes government relations, site selection, incentive negotiation, portfolio analysis, strategic planning, land development and entitlements. She is also a community activist, focusing on promoting economic development initiatives in the region, and on furthering commercial real estate's influence and impact on the Denver community.

Before joining NGKF, Ms. Hook was a senior vice president at Cassidy Turley Colorado, where she focused on a select cadre of corporate services clients. She was also the broker/owner of K LH Commercial, providing complete real estate services to users and corporate clients locally and regionally. Additional experience includes brokerage roles at Prime Commercial and Moore Commercial; economic development positions at the Jefferson Economic Council and the Greater Denver Corporation; and marketing positions at financial institutions including Interstate Lending Corporation and the First Interstate Banks of Golden and Fort Collins. Her comprehensive understanding of all aspects of commercial real estate, client-focused work ethic and dedication to the community set Ms. Hook apart from her peers.



WALTER A. "BUZ" KOELBEL *President & CEO*
Koelbel and Company

Buz Koelbel is president of Koelbel and Company, one of the longest continually-operating real estate companies in Colorado. The company's efforts are focused on the development of office parks, master-planned residential communities, urban in-fill homes, low-income tax-credit apartments, and real estate investments. Projects include The Preserve at Greenwood Village, Pinehurst Country Club, The Breakers, Centennial Valley Business Park, and

Rendezvous, a 1,000-acre mixed-use resort development in Winter Park. New company platforms include Koelbel Urban Homes, niche-oriented in-fill for-sale homebuilding, and low-income housing tax-shelter apartments.

Koelbel is a native of Colorado and graduated from the University of Colorado in 1974 with a degree in finance. His professional memberships include the Urban Land Institute as a Recreational Development Council member and past trustee, Denver South Economic Development Partnership Board of Governors member and past chair, Colorado Council on Economic Education vice chairman, and Denver Museum of Nature and Science board member.



GEORGE L. THORN *President & Founder*
Mile High Development LLC

Mile High Development is a veteran of large scale mixed use projects including Colorado Center, a \$100 million mixed use project at I-25/Colorado Blvd. in central Denver in conjunction with TIAA-CREF, the world's largest private pension fund, which launched its first phase in 1986 and completed the second and third of the ultimate six phases in 1999. The project features a 9 screen United Artists Theatre with an IMAX Theatre, and 600,000 square feet of Class A office space in two 12 story towers, and 1600 structured parking spaces. Mile High Development was also the Developer of the Wellington E. Webb Municipal Office Building in downtown Denver, a \$200 million, 700,000 square foot Class AA office building developed for the City and County of Denver in 2001/2002.

Today, Mile High Development is focused on various mixed-use TOD opportunities, including affordable housing projects utilizing LIHTC at existing light rail stations along the southeast I-25 corridor, and the new R line/Aurora light rail corridor, including the Apartments at Yale Station, a 50 unit Senior 9% LIHTC affordable housing project at the Yale light rail station completed in 2011; University Station, a 60 unit Senior 9% affordable housing project located at the University of Denver light rail station completed in February 2014; the 66 unit 9% LIHTC affordable housing project, Garden Court Apartments at Yale Station, which was completed in July 2016. Mile High Development and Koelbel and Company broke ground in April 2016 on the 112-unit Ash Street Apartments, a 4% LIHTC affordable family/workforce project adjacent to the 9th and Colorado redevelopment project on the former University of Colorado Health Sciences Center.

In partnership with Koelbel and Company, Mile High Development was selected by the City of Aurora and the Aurora Urban Renewal Authority in 2015 as the Master Developer of the Regatta Plaza Shopping Center at Nine Mile Station, a 22 acre site which will be redeveloped into a 700,000 sf TOD project beginning in the Fall 2016 and will include a new 80,000 sf King Soopers; 500 market and affordable rental housing units; an entertainment district featuring restaurants and entertainment retail, and a major office component, all connected by a PED bridge to Nine Mile Station.

In 2011, Mr. Thorn was the co-recipient (with Mr. Buz Koelbel) of the inaugural Transit Alliance Leadership Award as Outstanding Leader in the Private Sector. In 2001, Mr. Thorn was named Honorary Dean of the Burns School of Real Estate and Construction Management at the University of Denver, and is currently serving DU as Executive in Residence.

Mr. Thorn received a Bachelor of Science degree in Aerospace and Mechanical Engineering from the University of Arizona in 1967. He is a former Board member of NAIOP, and is a Full member of the Urban Land Institute (ULI) and a member of the ULI Executive Committee. He is a former Denver Urban Renewal Authority (DURA) Commissioner, and was Chair of Downtown Denver, Inc., in 2002 & 2003, and Chair of the Downtown Denver Partnership in 2004.

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MICKEY ZEPPELIN *President*
Zeppelin Development

Mickey Zeppelin was born in Denver in March 1937 to Jewish immigrant parents from Poland. In his youth, he witnessed a world depression and World War II. At the time, Denver's public transportation was primarily street cars and its building height limit was 75 feet. Mickey attended Denver Public Schools and graduated from the University of Colorado and earned a law degree from the University of California at Berkeley. He is a member of the Colorado and California bars.

Mickey was married and blessed with four children. After law school and a brief interlude in the US Coast Guard, he was actively engaged in the practice of law until 1972, when he entered fulltime in real estate development. Initial projects were varied in type and location. In the 1980's, Zeppelin Development was founded with the primary purpose to develop strong urban projects in Denver that are dynamic and encourage development. This means new and unique reappointed places for living, working and play. The vision is to create environments with limited potential into places of opportunity that are visually stimulating, dynamic and communal.

Mickey's projects strive to make Denver work as a real city. One of his primary professional goals is to create community in a dynamic urban area, encouraging all types of human exchange. He is passionate about creating communities – how to plan them, how to create places which promotes communication, provides a sense of freedom for people and makes life fun. It means using all of his senses and his mind...to place the pieces of an area, to create beauty with architecture, design, understanding living patterns and needs.

Mickey has contributed to the evolution of Denver, serving on the steering committees for Downtown Denver, Central Platte Valley, Lower Downtown, the Golden Triangle and River North (aka "RiNo"). He cofounded and was the first president of the Lower Downtown District and served on the boards of the 16th Street Mall Management and Business Improvement Districts. He has received numerous awards for his civic leadership as well as for the quality of his developments.

Art and design have always been a critical part of Zeppelin Development's process. The major artistic influence is Mickey's partner, Susan Wick. Together, they created the City Spirit Bookstore and Café, a long time lower downtown icon, and the Acoma Center, one of the first performance centers in the Golden Triangle (now Curious Theatre).

The Greenhouse (Cherry Creek apartments) was the culmination of 25 years of effort. Mickey was involved in developing the original Cherry Creek Plan.

The newest urban adventure is TAXI, a mixed use development on eighteen acres of former industrial land, adjacent to the South Platte River, at the intersection of LoDo and Riverfront. TAXI is the centerpiece of the city's most promising, emerging neighborhood, River North. The TAXI spirit is shared by the expanded RiNo area. TAXI today is a campus community with more than 400,000 square feet of mixed use, office, residential and retail. Its six buildings are occupied by more than 80 businesses and 40 residences to include more than 400 people. Freight family housing will create a new paradigm in RiNo, providing the highest quality, innovative design, welcoming families to the area.

Larger community efforts include the development of "The Source", a European style public marketplace. Built in the 1880's as a 25,000 square foot steel foundry, The Source houses nine of the most accomplished culinary producers and purveyors in the region. Zeppelin Development continues to be a small family owned business, operated by Mickey and Mickey's son, Kyle, as partners. Zeppelin Development's administrative and financial team share the passion for urban innovation.



DOUG WULF *Executive Managing Director & Principal*
Cushman & Wakefield

Mr. Wulf has consistently been in the top five percent of all office brokers in the metropolitan area over the last thirty-one years. As well, he is well known as an authority on trends and conditions in the Denver office market and is a frequent participant and speaker in Denver commercial real estate symposiums. Doug maintains a total production level in the top 3 of all brokers at Cushman & Wakefield Colorado over the past 15 years.

Doug has been involved in over 2,800 lease and sale transactions totaling over 16 million square feet of space and over \$1.9 billion of consideration. Cushman & Wakefield is among Denver's three largest commercial real estate brokerage firms with 85 producing brokers.

2016 Upcoming Events and Programs

November 16	Building A Better Colorado: Affordable Housing	Holland & Hart LLP
December 8	NAIOP & DMCAR Annual Holiday Reception	The ART Hotel, Denver

2017 Upcoming Events and Programs

January 12	Economic Forecast Breakfast	Marriott City Center, Denver
February 6-8	NAIOP Corporate Leadership & Legislative Retreat	Washington, DC
February 23	30th Annual Awards of Achievement Event	Denver Center for the Performing Arts
March 8-9	NAIOP Corporate: I.CON '17—Impact Projects	Toronto, Ontario
March 15	Breakfast Event	Denver Marriott City Center
April 24-27	NAIOP Corporate: National Forums Symposium	Indian Wells, CA
May 3	15th Annual Rocky Mountain Real Estate Challenge presented by Land Title	Denver Marriott City Center
June 8-9	NAIOP Corporate: I.CON—Trends & Forecasts	Long Beach, CA
June	NAIOP Golf Classic	
July	Mid Year Forecast Breakfast	
August	Winter Classic: Hockey Event	
September	Winter Classic: Curling Event	
October 10-12	NAIOP Corporate Commercial Real Estate Conference	Chicago, IL
October	NAIOP Fight Night presented by Chicago Title	
November 14	Breakfast Event	Denver Marriott City Center
December 7	NAIOP Holiday Party	

For More Details or To Register, Visit NAIOP-Colorado.org.

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