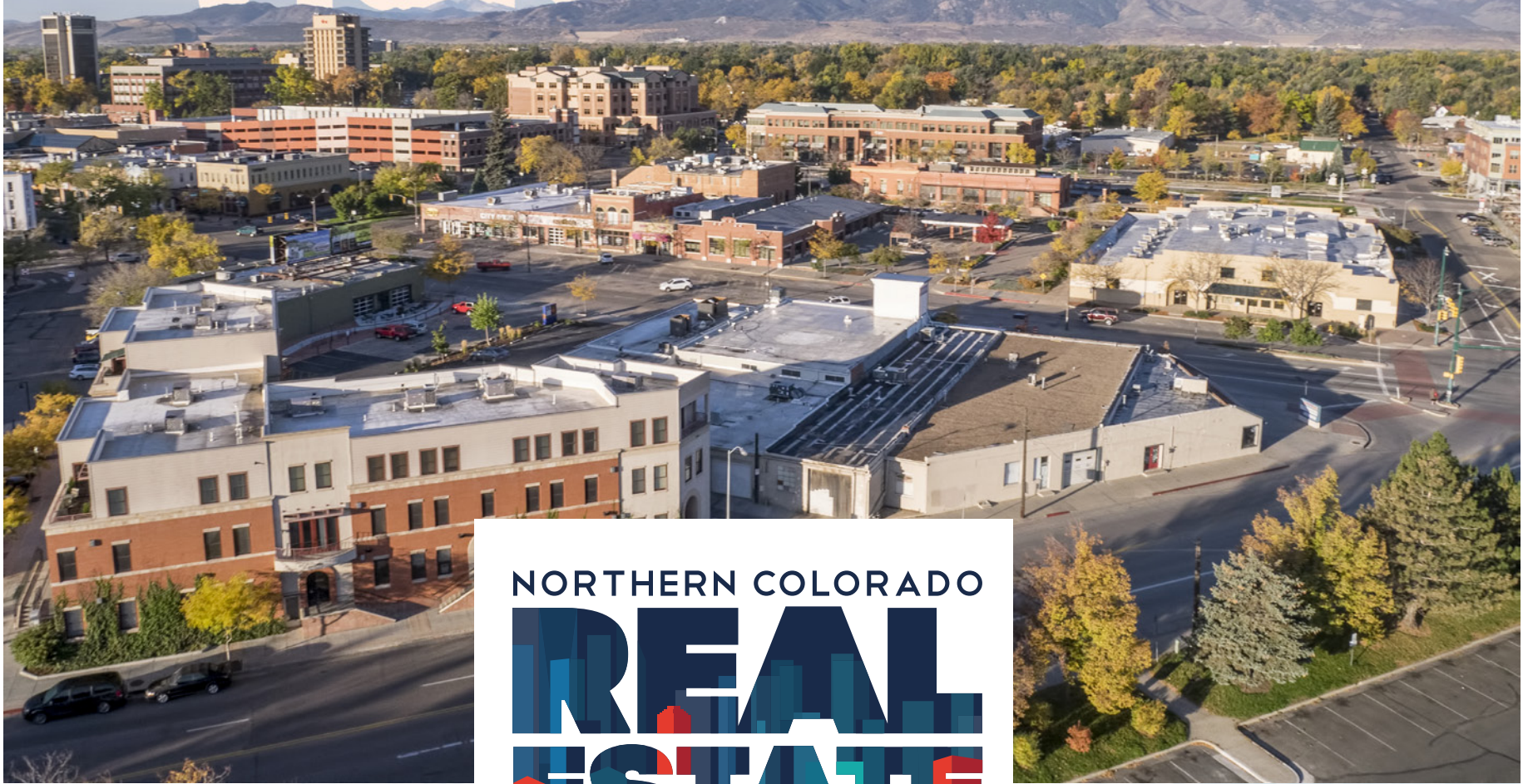


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2021 Northern Colorado Real Estate Summit

Northern Colorado Real Estate Summit goes virtual for 2021.

The Northern Colorado Real Estate Summit will be conducted virtually in 2021, with a three-day schedule of panel discussions. It's the second consecutive year that the conference has occurred in a virtual format, as large in-person gatherings remain impossible during the COVID-19 pandemic.

The Summit will take place March 30 to April 1, with three rounds of morning sessions.

"The Northern Colorado Real Estate Summit remains one of the most-anticipated events of the year," said BizWest

publisher Jeff Nuttall. "While we look forward to the day when we can gather in person, this virtual format will be packed with critical information on the commercial and residential sectors."

BizWest director of events Rich Bussen said the event will feature live-streaming presentations, interactive Q&A sessions, virtual trade-show booths, online networking, one-on-one video meetings and much more.

Registration for the summit itself is available on the BizWest site with the early-bird registration cost of \$34.49 available through March 12, when it goes to \$39.49. Additional processing fees apply.



Tuesday, March 30

8:00 AM – 8:45 AM | Session I

Residential Forecast (Residential)

■ What do the latest numbers tell us about the residential market in Northern Colorado? We'll examine sales numbers, listings, average and median prices and much more.

- **Dennis Schick**, Broker / Owner; RE/MAX Alliance

DENNIS SCHICK
Broker / Owner; RE/MAX Alliance

Dennis Schick is a managing broker and owner with RE/MAX Alliance. RE/MAX Alliance in Northern Colorado has 300 brokers and an additional 700 brokers with Alliance throughout the Front Range. He also has



ownership in Home Mortgage Alliance and Alliance Insurance. Dennis has more than 30 years of new construction experience. He has been with RE/MAX for 16 years and represents builders, buyers and sellers throughout Northern Colorado.

8:45 AM – 9:00 AM | Break / Virtual Exhibits Open

9:00 AM – 10:00 AM | Session II

Breaking Ground I (Plenary)

■ Communities throughout Northern Colorado are seeing a wave of new commercial construction, with some projects in the planning stage and others already emerging from the ground. Our panel of development directors will provide a complete rundown of the region's top projects. This panel is a huge hit year after year!

- **Sarah Crosthwaite**, Economic Development Manager; Town of Johnstown
- **Stacy Miller**, Director of Economic Development; Town of Windsor
- **Robert Paulsen**, Current Planning Manager; City of Loveland
- **Paul Sizemore**, Interim Dir. of Community Dev. and Neighborhood Services; City of Fort Collins
- **Benjamin Snow**, Economic Health & Housing Director; City of Greeley

STACY MILLER

Director of Economic Development; Town of Windsor

Stacy Miller has been Windsor's Director of Economic Development since 2011. She has over 21 years of experience serving communities throughout the Front Range. Prior to coming to the Town of Windsor, Miller worked as the Director of Business Retention and Expansion for the Northern Colorado Economic Development Corporation. She also served the City of Lakewood as an economic development specialist. Miller received her undergraduate degree in Journalism, Public Relations and Advertising Media from the University of Northern Colorado. Miller is also a graduate of the University of Oklahoma Economic Development Institute.



ROBERT PAULSEN

Current Planning Manager; City of Loveland

Bob moved to Northern Colorado in 2006 to become the Planning Manager for the City. He has always had a passion for planning, the built environment, and working collaboratively on innovative design ideas. He studied planning at the University of New Mexico and received a bachelor's of arts in American Studies at The Evergreen State College in Olympia, Washington. He has worked in both the public sector as a planner and planning manager for the City of Albuquerque and in the private sector as a planning consultant for URS and at his own planning consulting business. Bob is a member of the American Institute of Certified Planners and runs the City's development review team.



PAUL SIZEMORE

Interim Dir. of Community Dev. and Neighborhood Services; City of Fort Collins

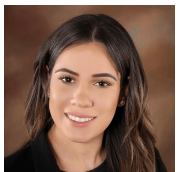
Paul Sizemore is the Interim Director of Community Development and Neighborhood Services for the City of Fort Collins, CO. He is a professional planner and public administrator with nearly 18 years of experience in municipal governance in Florida and Colorado. He has been with the City of Fort Collins for 8 years. Paul's background includes comprehensive planning and zoning, transportation and Transit Oriented Development planning, as well as project and program management. He is an alumnus of the University of Miami and the University of Central Florida.



SARAH CROSTHWAITE

Economic Development Manager; Town of Johnstown

Sarah Crosthwaite is a California native from the City of Redlands. She holds an undergraduate degree in Political Science from California State University, San Bernardino. She received her graduate degree in Public Administration from California State University, San Bernardino in December 2017. She recently began her position as Economic Development Manager for the Town of Johnstown. Her efforts focus on business retention and expansion, along with attraction and development of major corridors within the community. Prior to her current position she served as the Economic Development Specialist for the City of Fort Morgan for two years.



BENJAMIN SNOW

Economic Health & Housing Director; City of Greeley

Ben Snow serves as director of economic health and housing for the city of Greeley, where he actively works to drive economic development and prosperity for residents of Greeley and Northern Colorado. Previously, he served as the president of the Rapid City Economic Development Partnership, a public/private nonprofit organization in the Black Hills of South Dakota. Prior to that, he was based in metro Denver and served in several economic-development leadership capacities, including executive director for the Parker Economic Development Council, president and CEO of the Parker Chamber of Commerce, and business development manager for the Denver South Economic Development Partnership.





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10:00 AM – 10:15 AM | Break / Virtual Exhibits Open

10:15 AM – 11:15 AM | Session III

The Industrial Revolution (Commercial)

■ Industrial, warehouse and distribution space has been a bright spot in the Northern Colorado real estate market, with low vacancies and new developments springing up across the region. What is driving this demand, and what does 2021 hold for this important market segment?

- **Joe Palieri (moderator)**, Senior Advisor; NAI Affinity
- **Jay Dokter**, CEO; Rocky Mountain Center for Innovation and Technology
- **Ryan Good**, Executive VP / Partner; Etkin Johnson
- **Megan Turner**, Director of Development; United Properties
- **Clyde Wood**, VP of Commercial Development, Northern Colorado; McWHINNEY

JAY DOKTER

CEO; Rocky Mountain Center for Innovation and Technology

Jay Dokter is a business executive and serial entrepreneur who has been a leader in many successful start-ups and fast-growing companies. Jay is presently the President/CEO of Vergent Products; Jay and the Executive Team acquired the company in January 2019. Vergent Products is an end-to-end full-service contract manufacturer that designs and builds products for medical, aerospace, defense, instrumentation, and industrial control customers. Jay is also President/CEO of Rocky Mountain Center for Innovation and technology RMCIT (the former HP campus located in Loveland, CO). RMCIT is an 811,000 sq ft technology campus located on 177 acres that promotes and encourages client tenant growth through an eco-system of collaboration and innovation.

**RYAN GOOD**

Executive VP / Partner; Etkin Johnson

As an executive vice president and partner at Etkin Johnson Real Estate Partners, Ryan Good is head of the company's leasing, property management, marketing and construction management teams, bringing a deep understanding of what next-generation Colorado businesses need to grow and succeed. He is actively involved in the company's development, acquisition, disposition and asset management strategies; building long-term relationships within the real estate community. His efforts have led Etkin Johnson to being named Industrial Landlord of the Year at the 2016 Heavy Hitters in Commercial Real Estate Awards, a 2019 Top Company by ColoradoBiz Magazine and a winner of the 2020 Small Business Awards by the Denver Business Journal. Over his career, Ryan has been involved in more than 1,000 real estate transactions valued at over \$1 billion dollars. He is active in multiple real estate organizations including DMCAR, SIOR, NAIOP and ULI.

**MEGAN TURNER**

Director of Development; United Properties

Megan Turner is director of development for United Properties in Denver, where she is responsible for identifying and pursuing new industrial development opportunities. She leads a variety of development team efforts, including site selection and market analysis, financial feasibility and underwriting, entitlement and due diligence, and manages leasing and construction management teams for all new industrial development projects. Turner is actively involved in acquisition, development and dispositions of all industrial assets.

Turner received a bachelor's degree from the University of Colorado Boulder Leeds School of Business with an emphasis in operations management.

**JOE PALIERI (moderator)**

Senior Advisor; NAI Affinity

Joe is a Senior Advisor at NAI Affinity, a Northern Colorado based commercial real estate brokerage that is part of NAI Global. As a Senior Advisor, his primary role is to work with clients to make sound decisions regarding their commercial assets and help buyers and tenants find properties that fit their needs. Joe has brokered over a million square feet of commercial property in his twenty-three year career. In 2018 he sold the 33,100 square foot Columbine Shopping Center in Loveland, CO He worked with the seller for 12 years and now represents the new owner as leasing agent and advisor. Joe represented the City of Loveland in the acquisition of the multiple properties that eventually became the Forge development in Downtown Loveland. In 2007, he advised in the acquisition of the former WaterPik manufacturing plant in Loveland. It consists of a 140,000 square foot building on 13 acres. In less than eighteen months the property was 100% leased.

**CLYDE WOOD**

VP of Commercial Development, Northern Colorado; McWHINNEY

As Vice President of Commercial Development for McWHINNEY, Clyde is responsible for sourcing, evaluating and ultimately executing on commercial development opportunities in Northern Colorado. Clyde leads the commercial team through all phases of the development cycle, from conception to completion, including market analysis, underwriting, zoning research, consultant selection and oversight, permitting, construction, and project close-out. He is also responsible for negotiating leases and fostering relationships with the broker community to ensure McWHINNEY is on "first call" list for brokered opportunities. Clyde holds a dual Bachelor of Arts in Communications and International Relations from Syracuse University and earned his Master of Real Estate Development (MRED) from the University of Southern California.



End of Day 1

Wednesday, March 31

8:00 AM – 8:45 AM | Session IV

Commercial Forecast (Commercial)

■ Office, retail and industrial space are filling up throughout Northern Colorado. We'll take a look at major developments and sales, as well as the latest vacancy and leasing statistics.

- **Ryan Schaefer**, CEO / Principal; NAI Affinity

RYAN SCHAEFER

CEO / Principal; NAI Affinity

Ryan Schaefer is CEO of NAI Affinity and manager of Affinity Partners LLC. Over the course of his 20+ year career, Schaefer has brokered hundreds of millions of dollars' worth of transactions, including residential and commercial land, investment sales, industrial facilities, anchor retailer transactions, restaurants and corporate office and medical buildings. Schaefer co-founded Chrisland Inc. in November 2003. Chrisland. changed its name to NAI Affinity in February 2019.



8:45 AM – 9:00 AM | Break / Virtual Exhibits Open



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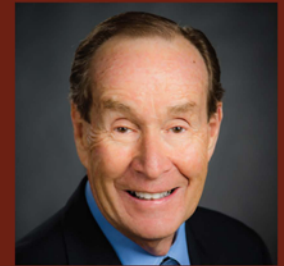
Daniel W. Jones



Andrew S. Klatskin



Abraham Laydon



John W. Madden, III



Steven T. Mulligan



Michael C. Payne



Brett Payton



Andrew Pipes



Christopher D. Schmidt



Peter B. Scott



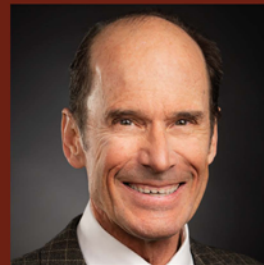
John Seebohm



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9:00 AM – 10:00 AM | Session V

Breaking Ground II (Plenary)

■ Communities throughout Northern Colorado are seeing a wave of new commercial construction, with some projects in the planning stage and others already emerging from the ground. Our panel of development directors will provide a complete rundown of the region's top projects. This panel is a huge hit year after year!

- **Cody Bird**, Planning Director; Town of Wellington
- **Tony Chacon**, Redevelopment Program Manager; City of Longmont
- **Walt Elish**, Community Development Director; Town of Berthoud
- **Patrick Giron**, Director / CEO / President; Brighton Economic Development Corporation
- **Tim Kemp**, Asst. Director for Engineering and Capital Construction; Colorado State University
- **Ben Pratt**, Economic Development Director Town of Erie

CODY BIRD

Planning Director;
Town of Wellington

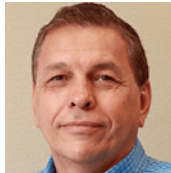
Cody Bird is the town planner for Wellington and is responsible for overseeing the planning and zoning department, building department, and all planning, development and building activities of the Town. Cody has a master's degree in urban and regional community planning from Kansas State University, and is certified with the American Institute of Certified Planners (AICP). Cody served a similar capacity as the city planner for Derby, Kansas before relocating to Wellington in 2017.



TONY CHACON

Redevelopment
Program Manager;
City of Longmont

Tony Chacon serves as redevelopment manager with the city of Longmont and brings with him more than 25 years' redevelopment and economic-development experience working in local government. He has worked previously in such capacity for several jurisdictions, including the city & county of Denver, Westminster and Aurora. He is a member of the American Institute of Certified Planners and has served on a number of boards focused on brownfields redevelopment and affordable housing.



WALT ELISH

Community
Development Director;
Town of Berthoud

Walt Elish, business development manager for the town of Berthoud, has been active in economic and community development for more than 25 years. During that time he has worked on the local and state and regional levels and successfully implemented two county-wide economic development partnership organizations.



PATRICK GIRON

Director / CEO
/ President;
Brighton Economic
Development
Corporation

A proud Colorado native, Patrick joined the Brighton Economic Development Corporation (Brighton EDC) in July of 2016. Patrick came to the Brighton EDC after spending 13 years with the city of Denver at the Denver Office of Economic Development, most recently as Economic Development Supervisor, where he led a team of business development representatives in business retention and expansion activities for Denver and implemented many components of Denver's annual economic development strategic plan. He also worked as a Business Analyst and Business Specialist in workforce development while in Denver. Prior to working in Denver, Patrick was a manager in the telecommunications industry for several years with MCI Worldcom, TCI, and Rhythms NetConnections leading national deployment teams and handling high profile escalations for large business customers, among other duties.



TIM KEMP

Asst. Director for
Engineering and
Capital Construction;
Colorado State
University

Tim Kemp has been involved in the planning, design and construction of large-scale private, municipal, and institutional projects across Northern Colorado for more than 20 years. At Colorado State University, Kemp manages multiple engineering disciplines and the university's capital-construction project managers. His strengths include program management, public engagement, and life-cycle analysis. Kemp is a LEED-accredited professional and a Colorado registered professional engineer, and is pursuing a master's degree in systems engineering.



BEN PRATT

Economic
Development Director
Town of Erie

Ben Pratt is the Economic Development Manager for the Town of Erie. In this role, he is responsible for managing all aspects of the economic development efforts for our community which include business attraction, business retention and expansion programs and small business/entrepreneurial development. Prior to joining the Town Ben was the Vice President of the Erie Regional Chamber and Growth Partnership in Erie, Pennsylvania. Ben is a certified economic developer through the International economic development council with 10 years of economic development experience. He received his undergrad in international business from Mercyhurst University and is currently enrolled in Daniel's College of Business' Executive MBA program at Denver University.



10:00 AM – 10:15 AM | Break / Virtual Exhibits Open

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10:15 AM – 11:15 AM | Session VI

Master Planned Communities (Residential)

■ Master-planned communities have sprouted up throughout Northern Colorado, providing new amenities and housing options. What are some of the newest master-planned developments in the region, and what is driving their development?

- **Jake Hallauer (moderator)**, President / Principal; NAI Affinity
- **Roy Bade**, Chief Development Officer; The Ridge / Encore
- **Jim Birdsall**, Principal; TB | Group
- **David Crowder**, VP of Community Development / GM of Centerra; McWHINNEY
- **Martin Lind**, President / Principal; Rain Dance
- **Patrick McMeekin**, President of Land Development / Principal; Hartford Homes

JAKE HALLAUER (moderator)

President / Principal;
NAI Affinity

Jake is the President of NAI Affinity (formerly known as Chrisland, Inc.). The Affinity Real Estate Partners family of companies includes NAI Affinity, a Northern Colorado based commercial real estate brokerage which is an affiliate of NAI Global, and Affinity Partners, LLC, a real estate investment and development company. Jake has brokered numerous real estate transactions. Notable transactions include: the sale of The Preserve at the Meadows, a 220 unit Class A apartment community in Fort Collins, brokerage of development land for approximately 2,500 multifamily units (including market rate, LIHTC and age restricted projects), representing Midwest Engineered Systems, Inc. in the acquisition of a 47,000 square foot manufacturing building in Loveland, CO and subsequently brokering a lease for the facility with Rubadue Wire, representing Rodelle, Inc. in a 30,000 square foot expansion of their existing Fort Collins, CO facility.



ROY BADE

Chief Development
Officer; The Ridge /
Encore

Roy Bade is the Chief Development Officer (CDO) of Caliber. Roy is responsible for managing real estate service lines provided by Caliber's vertically integrated group of operating businesses. His four areas of responsibility include vertical and horizontal real estate development, construction, acquisitions, and project financing.

For nearly 30 years prior to joining Caliber, Roy acted as the principal and managing partner of two businesses, Bade Commercial Services Inc and BCS Development Group, LLC, which included development, construction, and property management of commercial, retail and industrial properties throughout Phoenix, Arizona. During this time, Roy developed, constructed and owned over 750,000 square feet of property.



JIM BIRDSALL

Principal; TB | Group

Jim founded TB Group in August of 2001. A native of Colorado and a graduate of Colorado State, Jim has over 27 years of experience as a landscape architect and planner. Jim has worked for Landscape Architecture firms in Austin, Texas and Seattle, Washington before coming back home and settling in Colorado. Jim has experience in a wide range of projects, including public schools, public parks, public and private recreation facilities, streetscapes and urban design, subdivision master planning and site design, commercial and medical buildings, commercial campus design, multi-family and single-family housing. As the principal of TB Group, he directs and manages all aspects of the firm's production. Jim has expertise in high quality design and graphics as well as extensive experience in the development of site elements and construction techniques.



DAVID CROWDER

VP of Community
Development /
GM of Centerra;
McWHINNEY

As Vice President of Community Development and General Manager of Centerra, David Crowder manages and oversees the strategy, vision and execution, as well as the development and management, of McWhinney's 3,000-acre master-planned community, Centerra. David brings more than 30 years of experience in community development that includes expertise in crafting innovative and award-winning zoning and development regulations, overseeing entitlements, land development and marketing of masterplanned residential and resort communities across California. His career is marked with significant contributions to open space preservation and restoration as a result of development. In all, his projects total over 41,000 acres including more than 33,000 homes, 22 million square feet of commercial space and 28,000 acres of open space.



MARTIN LIND

President / Principal;
Rain Dance

Water Valley Land Company is a family owned and operated land development company with over 25 years of experience in business, commercial, residential and industrial developments. Based in the heart of Windsor, Colorado's Water Valley master-planned community encompasses 1,500 acres and includes 2,600 homes. Nine years later, Water Valley was recognized by the state as the Premier Reclamation Project. The Water Valley Land Company is involved in nearly 4,000 acres of real estate in Northern Colorado. Among that acreage is the 27-hole Pelican Lakes Golf Club, the Grillhouse and Sand Bar at Pelican Lakes, The Brands at The Ranch, and the currently under development RainDance master-planned community and the 18-hole RainDance National Golf Club. The project build out for The Brands at The Ranch is planned over the next five to seven years with over \$1 billion worth of development.



PATRICK MCMEEKIN

President of Land
Development /
Principal; Hartford
Homes

Patrick McMeekin is the vice president of land development and a partner at Hartford Homes. At Hartford, he oversees acquisition of real estate, project entitlements, and horizontal development. In addition to the above, he manages the corporation's water-rights portfolio. He has worked on development projects in all the major Northern Colorado municipalities, which together total more than 5,000 units. Prior to joining Hartford in 2016, he was the chief operating officer at Water Valley Land Co. Patrick is a graduate of Colorado State University.



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End of Day 2

Thursday, April 1

8:00 AM – 8:45 AM | Session VII

Mortgage Industry Forecast

■ Discussion of the mortgage industry including short- and long-term trends. We'll look at both commercial and residential real estate sectors including an analysis of the US market as well as data specific to Colorado.

- **Joel Kan**, Associate Vice President of Economic & Industry Forecasting; Mortgage Bankers Association

JOEL KAN

Associate Vice
President of
Economic & Industry
Forecasting; Mortgage
Bankers Association



Joel Kan serves as Associate Vice President of Economic & Industry Forecasting for the Mortgage Bankers Association. In this role, he is responsible for MBA's macroeconomic and housing market forecasts and oversees the production of MBA's industry

surveys, including the Weekly Mortgage Applications Survey, Builder Applications Survey, and Mortgage Credit Availability Index – three of the association's high-profile surveys. Mr. Kan presents regularly on the economy and housing market at MBA and industry events, and is interviewed and quoted frequently in national, local and industry media outlets. Prior to joining the MBA, he worked in Ernst & Young's Quantitative Economics and Statistics (QUEST) group. He holds a B.Sc. in Economics and Statistics from the University of Michigan, Ann Arbor.



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8:45 AM – 9:00 AM | Break / Virtual Exhibits Open

9:00 AM – 10:00 AM | Session VIII

Home Scarcity (Residential)

■ Northern Colorado's residential market has been red-hot, even through the COVID-19 pandemic, with high demand and low inventory of homes on the market. What is driving the demand, and what can agents and buyers expect for inventories in 2021?

- **Dominic East (moderator)**, Broker Associate; RE/MAX Alliance
- **Dave Armstrong**, Mortgage Loan Originator; Elevations Credit Union
- **Lauren Hansen**, CEO; Information and Real Estate Services, LLC (IRES)
- **Chad Walker**, Principal / CEO; Pinnacle Consulting Group

DOMINIC EAST
(moderator)

Broker Associate;
RE/MAX Alliance

Dominic East moved to Loveland from Southern California in 2001, to chase a lifelong dream of becoming a Realtor. Dominic enjoys the day-to-day challenges of the real estate business particularly meeting new people and helping them buy and sell properties. Dominic was named "Rookie of the Year" by the Loveland-Berthoud Board of Realtors in 2003. He earned multiple Diamond Club and Diamond Club Elite awards from Coldwell Banker Residential Brokerage for sales volume, and recently achieved the "Platinum" sales level with RE/MAX.

**DAVE ARMSTRONG**

Mortgage Loan
Originator; Elevations
Credit Union

Dave Armstrong was raised in a small town just a few miles from Colorado. He maintains those "small town values" of hard work and high ethics to this day. He has been providing exceptional service to his customers since 1993 and has a proven history of working with Conventional, VA, FHA, USDA and Portfolio loans. He prides himself on being a part of his community; as a volunteer Board Member for Habitat for Humanity, Rotary International, Neighbor to Neighbor and the Affiliate Advisory Council for the Fort Collins Board of Realtors®. Throughout his career, Dave has enjoyed working as a licensed Real Estate Appraiser, Branch Manager and Wholesale Account Manager. He finds his greatest satisfaction working with homebuyers to build long and lasting relationships.

**LAUREN HANSEN**

CEO; Information and
Real Estate Services,
LLC (IRES)

Lauren Hansen has served as the CEO of IRES, LLC since the company formed in the mid 1990's. Her earlier career included a decade as the Executive Officer of the Estes Park Board of Realtors, followed by the Executive Director role for Tri-City Services, the regional MLS (Multiple Listing Service) serving Fort Collins, Greeley and Loveland. Tri-City Services eventually merged into the larger regional MLS, IRES.

A self-proclaimed database geek, she guided IRES through the transition from a national MLS provider to a custom designed system that launched in 2001 – the same year Apple introduced the iPod and Napster reached 26M users. Since that time, the IRES MLS system has continually evolved and received national recognition for innovation and customer satisfaction.

**CHAD WALKER**

Principal / CEO;
Pinnacle Consulting
Group

Chad Walker has over 20 years of experience serving Special Districts and municipalities in Colorado, providing district management and capital project management. District management including: the formation of the districts, administrative management, budgeting, long-range planning, operations and maintenance of district facilities, governmental compliance with the state and continual liaison with governmental entities. Capital project management including: reviewing the proposed infrastructure design prior to construction, observation and reporting of the improvements during construction, confirmation and organization of the project cost documentation and summary of capital projects for bonding. Mr. Walker's experience of over 25 years in private and public projects enables him to effectively manage the entire process from conceptual through construction, and ultimately to operations.



10:00 AM – 10:15 AM | Break / Virtual Exhibits Open

10:15 AM – 11:15 AM | Session IX

Icons of Real Estate (Plenary)

■ Development, investment and ownership of commercial & residential real estate require knowledge, instinct and strategic thinking. So how do the region's real estate experts do what they do? Ask questions of Northern Colorado's top developers, owners, contractors, and brokers to learn their best practices and valuable advice.

- **Michael Payne (moderator)**, Partner: Coan, Payton & Payne, LLC
- **Dale Boehner**, Principal; Thompson Ranch Development Co.
- **Eric Holsapple**, Broker / Owner; LC Real Estate Group
- **Jon Turner**, CEO; Hillside Commercial Group

MICHAEL PAYNE
(moderator)

Partner: Coan, Payton
& Payne, LLC

Attorney Mike Payne's legal practice focuses on representing financial institutions, private lenders, businesses and individuals in complex commercial real estate and financing transactions. Mr. Payne was named a Colorado Rising Star by Colorado Super Lawyers Magazine in 2010, 2015 and 2016. He has also been rated as an AV® Preeminent™ lawyer by Martindale-Hubbell's Peer Review Ratings, indicating that Mr. Payne has been recognized for the highest levels of skill and integrity (for more information about the rating, visit www.martindale.com). In 2013, he was named to the Northern Colorado Business Report's 40 Under 40 Leaders Honor Roll, which recognizes emerging leaders in Northern Colorado. Mr. Payne is a member of the Colorado Bar Association (including the Business and Real Estate Sections), the Larimer County Bar Association and the Weld County Bar Association.

**DALE BOEHNER**

Principal; Thompson
Ranch Development
Co.

Dale Boehner grew up in Colorado and graduated from the University of Northern Colorado with his undergraduate degree in marketing. Dale previously owned Dale's Carpet One with locations in Greeley and Ft. Collins from 1979-2000. After selling his carpet company, Dale became a partner in Stone Building Products (Signature Stone). Dale currently spends his time in real estate development as well as adjusting to retirement by skiing and boating in the Pacific Northwest.

**ERIC HOLSAPPLE**

Broker / Owner;
LC Real Estate Group

Eric Holsapple is founder and CEO of LC Home, founding partner of LC Real Estate Group, and managing partner of LC Real Estate Group Investments, LLC. Eric is also a co-founder of the LC Real Estate Group scholarship fund and Everitt Real Estate Center at Colorado State University. He has been recognized by CSU as Entrepreneur of the Year in 2011 and by BizWest as Entrepreneur of the Year in 2015. Additionally, Eric is a facilitator for Living in the Gap, Leadership Development Program and for Arbing & Self Soul Spirit Gestalt Education Model, formerly Introduction Leader Landmark.

**JON TURNER**

CEO; Hillside
Commercial Group

Jon Turner is a land developer in Northern Colorado. He and a partner, Chris Frye, founded Hillside Commercial Group Inc. in 1993 and under that umbrella developed several master-planned real estate projects. The latest may be the most visible — Heron Lakes at TPC Colorado, the new professional-scale golf course at Berthoud. He was also the developer of Highland Meadows Golf Course, Timnath Ranch, Country Farms and Country Meadows.



End of Conference

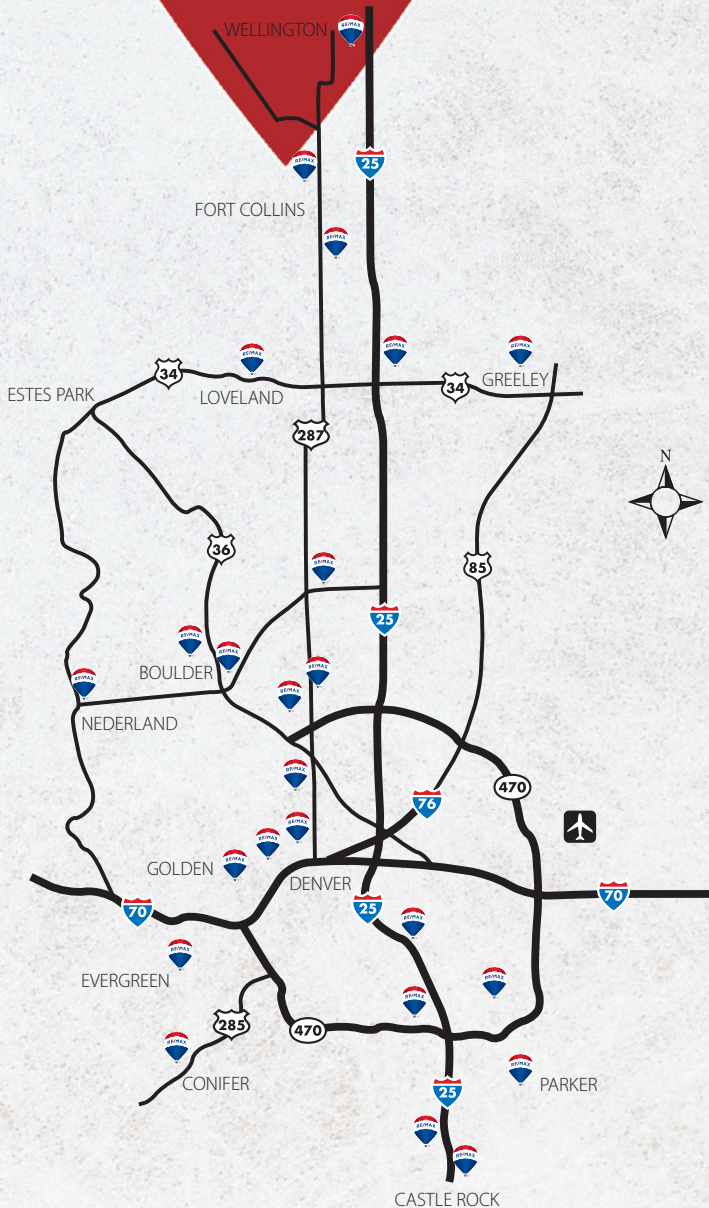
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