



Glen Scott, Senior Vice President, KG Investment Properties

Property/asset Mgmt., 35 years
BA Political Science, University of Washington
Job description: Prop Mgmt. and Leasing of Institutionally owned class A properties
Likes: Something new every day, lots of variety
Hobbies: ski, golf, bike, build

Geoff Tamble, Principal Owner/Director of Engineering - The Blueline Group

Civil Engineer, 20 years
BS Civil Engineering
Masters in Business Administration, University Of Washington
Job description: Managing Land Development projects (commercial, industrial and residential)
Likes: solving problems and working with great people
Hobbies: Ski, Bike, Hike, Scuba, Travel, Etc.



Steve Cory, Sales Executive

Fidelity National Title
Title & Escrow Services, 31 years
BA English BA Political Science Teaching Certificate, University Of Washington
Job description: We provide ownership and property research. We insure ownership in real estate. We close Real Estate Transactions.
Likes: Every transaction is different; there is always something new to learn.
Hobbies: Remodeling, gardening, playing with boats.

Other: My primary customers are Owners, Developer, Brokers and Lenders. To close a transaction we often work with Appraisers, Engineers, Survey and Consultants. Understanding what others can do and need to do that work makes everything go a lot smoother.



Kurt W. Sarchet, General Manager, CBRE, Inc.

Property Manager, 24 years
B.A. Business - Marketing/International Business, Washington State University
Job description: Complete property management services for a 1.2 high-rise office building in Seattle. Have Leasing and Project Management experience with Tenant Improvements. Contract Administration, Landscaping, HVAC, and oversight. Annual budgeting & planning, Capital Projects, Client Services, etc.
Likes: Each Day is a challenge and is different, not stagnant.
Hobbies: Swim, boating, hiking, & travel.
Other: Mr. Sarchet has 24 years of diversified commercial

real estate management experience. He has served in various management capacities which have included industrial, retail, high-rise and mid-rise office assets. As General Manager, Mr. Sarchet currently oversees and manages the Seattle Municipal Tower, a 1.2 Million square foot Class A high-rise owned by the City of Seattle.

Mr. Sarchet brings major strengths in time and task management, outstanding oral and written communication skills, and exceptional tenant relations. Mr. Sarchet is a results-oriented team player dedicated to continued professional challenges, growth and ongoing leadership in sustainability, leasing, property and project management. As part of the CBRE Team, he will make every effort to see that the properties are comfortable, safe, and well maintained to assure the Clients' and Tenants' full satisfaction.



Peter Ottele, Partner, PAAR Development

Real Estate Development, 19 years

Building Construction Degree, UW

Job description: Purchasing property, entitle property, build on property

Likes: analyzing properties, managing design, building

Hobbies: kids sports, skiing



Jesse Ottele, Senior Vice President, CBRE

Commercial Real Estate Broker, 16 years

BA Business Administration, California Lutheran University

Job description: Representing Landlord's & Tenant's in the Seattle Office Market

Likes: Meeting New People

Hobbies: Golf, Outdoor activities

Other: Someone who has an interest or link to the Real Estate Industry



Glen Scheiber, Senior Development Director

Holland Partner Group

Real Estate Developer, 19 years

BA, MBA, WSU, SPU

Job description: Full lifecycle development (Site Acquisition, Finance, Construction, Lease-up, Disposition)

Likes: Converting dirt into cheese, big cheese

Hobbies: Fish. If it swims I want to catch it and sometimes eat it.

Other: Happy to help in anyway. I will give you direct unvarnished dialog. How the deals really work, school

is over.

Katherine Kramer Laird, Executive VP

CenturyPacific, LP

Real Estate Advisor/broker, 16 years

J.D. 1987, BA 1982, University Of Pittsburgh School Of Law And Penn State University

Job description: Advising clients on all aspects of real estate, plus providing brokerage services as needed. Construction and project management for clients.

Likes: I work with great colleagues who are collaborative and wicked smart. Every assignment is different.

Hobbies: long distance walk, bike, hike, kayak (alone or with friends), Pilates, read, movies, dinner parties

Other: Born in Pittsburgh. Moved to Seattle in 1990. Former lawyer.



Rob Flitton, Vice President, Ticor Title Major Accounts

Strategic Marketing & Business Development, 32 years
Diploma in Urban Land Economics, University Of British Columbia

Job description: Manage an elite team of highly experienced Escrow & Title Insurance professionals, and provide all strategic planning and marketing operations for business development.

Likes: The ability to craft complex solutions for real estate development projects, and to work on strategic marketing innovations based on expected coming market

cycles.

Hobbies: I am a writer in the fields of marketing and negotiation (published), spend time touring the best restaurants and happy hour locations in the area, love playing in poker tournaments, and we're about to bring home a new Frenchie Bulldog pup which we find very exciting!

Other: My career in title/escrow started in Feb 2015 - prior to that I spent the majority of my career conducting complex real estate acquisitions for SF and MF throughout the Pacific Northwest (Seattle and Vancouver BC) - some 7500 units of housing.

J. James P. Gelose, Principal, DLR Group

Principal In Charge Of Business Development In The NW Region, 35 years
BSME, Nt Maritime College

Job description: Bringing opportunity for the firm.

Likes: Diversity

Hobbies: Fly Fishing

Other: Love to give asked for advice and answer questions for people that have careers in the RE Industry.

Joe Paar, Partner, Paar Development

Developer, 15 years

MBA and CM, U Of W

Job description: Lead principal at small development firm, procure projects, arrange debt and equity financing, entitle projects

Likes: Putting deals together

Hobbies: Spending time on Hoods Cannel

Mark H Jackson, Senior Vice President, Transwestern

Commercial Re Executive, 32 years

BA Government and German, Franklin & Marshall College

Job description: I am the market leader for Transwestern in the Pacific Northwest. I oversee all aspects and lines of business for Transwestern, including property, facility and project management, tenant rep, agency leasing and investment sales brokerage and other lines of business offered by Transwestern nationally.

Likes: I enjoy the variety offered by commercial real estate and the interaction with other business professionals I interact with in the commercial RE industry.

Hobbies: I am a very active person. I train and teach martial arts, am an experienced and advanced scuba diver and enjoy outdoors activities including back packing, mountaineering and skiing.



David Otis, Vice President, JLL

Investment Sales Broker, 9 years

Bachelor of Arts, Master of Business Administration, Washington State University; UCLA

Job description: Sell and Financial Commercial Real Estate Properties

Likes: Working with a wide variety of clients, Exposure to many different real estate properties

Hobbies: Fly fishing; Exercising; Watching the Cougars, Bruins, and Seahawks



Tony Stewart, Vice President, Howard S. Wright

Contractor, 30 years

Bachelor of Architecture, 1985, Swum

Job description: Executive leadership team for our NW Division of HSW (Seattle and Portland offices).

Specifically I provide strategic planning and implementation, business and talent acquisition.

Likes: Professional and personal relationships - the best when they become one.

Hobbies: I enjoy golf, big red cabs and 1960's era muscle cars.

Other: 10-years at NBBJ (licensed architect), 12-years

at Baugh/Skanska, 5-years at McKinstry (developed, designed, built, leased up and managed the Innovation Centers in Seattle and Spokane), 3-years at Howard S. Wright. I am a past president of NAIOP (2008). Spent 10-years on the local NAIOP board - the last 4-years on the NAIOP National board. I am on the board of the Downtown Seattle Association (DSA) and the board (and past President) of Amara (Foster to Adopt agency).



Dina Belon, Director, Paladino and Company

Sustainability Consultant, 21 years

BA, Florida State University

Job description: Consulting with building owners and developers on sustainability strategies that will improve the value of their real estate.

Likes: Doing something of value to society

Hobbies: Movie buff, Hang out with my family, spend time in nature.

Other: We work in Office, Industrial, multifamily, hospitality, mixed-use, retail and higher education sectors. We also do corporate sustainability services for large REITs and PE.



Paul Keely, Sales Representative, First American Title Insurance Co.

Sales, 23 years

BS, Economics, Washington State University

Job description: I'm responsible creating new business opportunities while at the time managing the relationship between First American and existing our clients. My clients typically are investors, developers, broker, lender and attorneys.

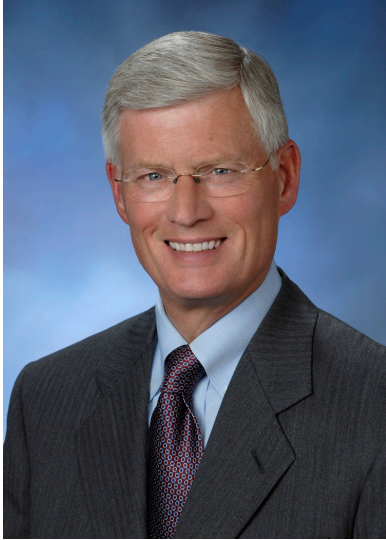
Likes: Meeting new people and assisting clients solve a problem.

Hobbies: Snow sports, water sports, golf, travel, watching and coaching my kids' athletic pursuits.

Other: The ability to create meaningful relationships is a prerequisite in the field of commercial real estate.

Making an introduction between two contacts is one

the most impactful activities I can do. That said, I would like to meet you and assist you in jump-starting your career.



Bob Wallace, CEO, Wallace Properties, Inc.

R/e Investment, Development, Management, 35 years
BA Business/Economics, Seattle Pacific University

Job description: Leading a 42 person firm engaged in commercial real estate investment, development, management, leasing, sales and syndication

Likes: Economic opportunity, variety, the people

Hobbies: Running, travel, reading, eating

Other: Private and Public experience (served on boards that built Safeco Field, Washington State Convention Center, Meydenbauer Center)

Benjamin Petter, Owner / President

Avara Construction, 12 years

Business Degree, Certificate in Real Estate, Certificate in Construction Management, UW

Job description: Business Development; Talent Acquisition and Coaching

Likes: We have the ability to improve people's lives every day.

Hobbies: Dirt Bikes, Mountaineering, Rock Climbing, Downhill Mountain Biking, Travel.



Bob Barlish, Project Executive Howard S. Wright and Balfour Beatty Company

Construction Management, 25 years
Apprenticeship Program,

Job description: The role of a Project Executive is to be connected to the industry know what projects are coming up. Working with the client to help them with budgets and up front planning. Once the drawings are complete our job is to work with the subcontractors and provide an estimate. Managing the project from start to finish.

Likes: Relationships, Making things happen.

Hobbies: Traveling. I was also a singer in a local band for 15 years and now love doing musicals.



Berkeley Davis, Director, RETS Associates

Director, Real Estate Recruiting, 15 years

BA degree, UCSB

Job description: Executive recruiter in commercial real estate

Likes: Working in CRE, meeting people and understanding Seattle market trends

Hobbies: Running, hiking, being outside, arts and music, playing with my kids

Other: I was an Asset Manager and Real Estate Manager before I became a recruiter. I understand all types of CRE

roles and how to position yourself and strategize for your career. Happy to guide, mentor and network!



Michael George, Partner, NAI Puget Sound Partners

Commercial Real Estate Broker, 26 years

Bachelors of Arts - Business Administration, University Of Washington

Job description: I specialize in brokering office sales and leases in the South King County. I represent buyers, sellers, landlords, and tenants.

Likes: Every day is different. I get to work with a wide range of types of clients from institutions to entrepreneurs.

Hobbies: I am a sports enthusiast, whether it is watching the Seahawks or coaching/watching one of my 3 kids in their sports.

Other: I've been a mentor for 2 previous years and enjoy meeting people interested in our industry. In my

26 years, I've had a lot of experiences that have given me a substantial depth of knowledge that I can draw upon regarding commercial real estate transactions, business development or representing clients.



Brian Rockey, VP, Peoples Bank

Commercial Lending, 16 years

Bachelor's in Finance, DePaul University; Washington University In St. Louis

Job description: Commercial Real Estate Lending to Investors and Developers in Retail, Apartments, Office, Industrial, Hotel, Self-Storage and Residential

Likes: Meeting the needs of my clients. Helping my clients succeeds and reach their business goals, including growing their companies.

Hobbies: Nightclubs, lounges, good music and networking

Other: I have a big network. I enjoy connecting people and making introductions, to help everyone achieve their career goals and business goals.



Travis Harth, Senior Project Manager, Schuchart

General Contractor, 15 years

B.S in Mechanical Engineering, Montana State University

Job description: Pursuing and generating new work opportunities and network leads.

Budgeting/estimating, scheduling, subcontractor coordination. Full management of the construction portion of tenant improvement work from bid to closeout.

Likes: Every day you get to do something different than the day before it.

Hobbies: Snowboard, home-brew, hike, be outdoors, stand up paddle board...

Other: 4th year as a mentor, also a LEED AP.

Robin Beukers, Engagement Partner, Tatum Partners

Real estate experience - 18 years

MBA, CPA, CMA, CIA, Hon BSc Math, University Of British Columbia

Job description: interim CFO/CAO; companies \$50mm up to \$2billion in volume of sales

Likes: Diversity of challenge, meeting new people and helping companies and individuals improve their performance

Hobbies: Sports, my own r.e. fixer-upper developments

Other: Part-time instructor at university level (up to Masters degree) for Math, Finance, accounting, and general business



Josh Shearer, SVP, Regional Director, KG Investment Properties

Commercial Real Estate, 18 years

BA in Business Administration, Real Estate major, WSU

Job description: Oversight of property management group for WA portfolio, which consists of appx. 7M SF. Market leader for WA, with primary responsibility for new business development. Also involved in our firm's development projects, especially industrial developments.

Likes: Building relationships with clients and customers. Diverse range of work with exposure to full spectrum of commercial real estate services.

Hobbies: Golf, fish, watch sports, snowboard, watch my kids' games

Marty Goodman, Sr. Development Director

Real Estate Developer, 35 years

Washington State University BS Construction Management

Job description: Development lead for acquisition, design/programing, entitlements/permitting, financial analysis, marketing and lease up.

Likes: Enjoy all aspects of the real estate development process. Creating value and something tangible to always be proud of.

Hobbies: Cycling, snow skiing, water skiing and being with family and friends.



Tim McKay, Vice President, Colliers International

Commercial Real Estate Broker, 9 years
B.A Economics, University of Washington, University Of Washington

Job description: Multifamily advisory and brokerage in the greater Puget Sound area

Likes: Freedom to create my own time and success, ability to meet a large, diverse group of real estate professionals

Hobbies: UW/Seattle sports, golf, skiing, hoops, traveling

Other: Well connected and relevant experience getting started in tough, but rewarding profession

Lee Graeve, Interinvest; VP

Commercial Real Estate Mortgage Banking, 30 years

Creighton University, Creighton University

Job description: Representing life insurance companies, investing their proceeds in the form of first mortgages secured by income property real estate.

Likes: People & structuring difficult, challenging transactions and assembling equity JV transactions.

Hobbies: Golf, time with family, woodworking.

Other: Several years experience in construction lending; equity placements and JV structures.



Brett Earnest, Vice President - Clark Construction Group, LLC

General Contractor, 13 years

BS - Business Administration, BA - Economics, Bucknell University

Job description: Overseeing all operations for Clark's Pacific Northwest Operations

Likes: Relationships that are built across the spectrum from clients and developers to the tradespeople that work on the jobsite, as well as the tangible aspect of our business and how it has a positive impact on the community

Hobbies: Give back through non-profit boards Bicycles against poverty and Safe Crossings...Travel, Ski, Scuba Dive

John Wuest, SVP, Client Manager, Bank of America Merrill Lynch

CRE Finance, 12 years

BSLA, Majors: International Business and German, Georgetown University

Job description: Provide financing to owners, operators and developers of commercial real estate

Likes: Working with great people on a variety of properties in different markets across the US. Keeps things interesting!

Hobbies: Cooking, play drums, enjoy the NW outdoors

Other: Anyone seeking insight into banking and finance would be a good match.



Michael Chen, Senior Planner - Project Manager, Mackenzie

Senior Planner, 17 years

B.A., Western Washington U.

Job description: Managing design projects from initial due diligence to final build out.

Likes: There's always something new everyday.

Hobbies: Golf, attend sporting events, boating, enjoying great coffee & beer.



Ed Danyluk, Regional Manager, Western US, Impark (Imperial Parking (US) LLC

Regional Manager, 18 years

BA Economics & Business Administration, CPP Designation, Simon Fraser University (BC, Canada)

Job description: I oversee the parking management operations for approximately 500 facilities and 2,200 employees in the Western US. My job primarily entails developing company talent & infrastructure as well as working directly with clients to assist with their parking operations and development needs.

Likes: Every parking operation seems to be different. I work with a wide variety of clients from the San Francisco Giants, large commercial office and retail clients, to family owned businesses that have been in

operation for over a century.

Hobbies: I play ice hockey occasionally, love fishing, and spending time with my family in an RV during the summer

Other: parking is one of the most important features of a commercial property

Jeff Thompson, President, Freehold

Real Estate Development, 36 years

Architecture, Design, Communications & Real Estate Finance, University Of Oregon '77

Job description: Own, manage & develop urban flex-industrial properties in Seattle. Development & Design Consultant for \$3b in mixed-use development projects (Boston, Washington, D.C., Miami).

Likes: The opportunity to provide environments where people can succeed and the community finds delight and thrives.

Hobbies: Reading provides me the ability to escalate the attainment of new insights. Travel for me locks in the experience of new places and people, broadening my sense of what is possible. Yoga brings focus to the present. I've had the exceptional opportunity to experience the extremes of mountaineering and underwater cave diving.

Other: My expertise is in 3 areas; a) manifesting and creating the built environment, b) focusing capital on success, c) seeing the chemistry which connects places with opportunities.



Mark A. Weed, Managing Member, Main Street Equity Partners

Commercial Real Estate, 35 years

BS Building Construction - UW, MBA - UW, RPA - BOMI, Licensed RE Broker - Washington State University, University Of Washington

Job description: Engaged in all facets of commercial real estate - development through leasing and sales. Also active with single-family subdivision work. And cattle ranching.

Likes: Being able to see/experience the achievements (buildings) I've helped produce - the success as well as how they meet the market need over time. And the friendships developed through those activities.

Hobbies: Family, Cattle Ranching, Mentoring

Other: Have work for all sizes of real estate companies and on a wide array of commercial facilities from high-rise office, tech, small commercial, etc.

(and what's required for success). Locally and

nationally. As well as see importance and value in being active in business associations.



Scott Falkin, Principal / Owner

Construction Project Management, 17 years

Construction Management, University Of Washington

Job description: Representing business and land owners in real estate due diligence and full service project management and real estate development management services; and monitoring construction for the banking industry.

Likes: Everything! I love working with great people, building teams, exceeding client

expectations, solving problems, using my people and technical skills to make construction projects run smoothly and successful for all parties involved.

Hobbies: Yoga, traveling, snowboarding, hiking, camping, coaching soccer, surfing, stand-up paddle boarding, golf, playing with my kids and taking my wife on adventures.

Other: I've worked at Sellen Construction and gained experience as a GC, at URS as an owner's representative on large public projects, and over ten years with my family company working primarily with private businesses. I've gained wisdom from each phase of my career and maneuvered my way thru the hierarchy within each. I love meeting new people and to make connections for you that may help you along your path.

Troy Bloedel, Lease Crutcher Lewis

Px - Senior Leadership Team Member, 34 years

High School Grad with some college, Charles Wright, University Of Portland

Job description: Company leadership roles in preconstruction services, Sales/BD, Safety and operations/project delivery

Likes: Leadership, mentoring, problem solving, building

Hobbies: Fly Fish, Golf, Snow Ski



Ted Caloger, Sr. Principal, MG2

Architect, 42 years

Bachelor of Architecture, University Of Washington

Job description: Deliver large, complex mixed use projects; business development and community involvement

Likes: Opportunity to work with owner, consultants, GC, etc. to build great projects. Opportunity to lead and mentor younger staff to realize their potential.

Opportunity to network with others in the real estate industry through groups like NAIOP.

Hobbies: Soccer, Golf

Other: Have good knowledge of local industry as I

have spent my entire career in the Seattle area with a number of firms of different sizes.



Jason Brewer, Vice President, U.S. Bank

Commercial Real Estate Lender, 18 years

BA, MBA, University Of Michigan, Florida State

Job description: Construction and bridge financing for medium to large scale commercial real estate projects.

Likes: Dynamic, interdisciplinary, autonomous.

Hobbies: Hiking, mountain biking, time with family and dogs, reading.



Stacy Shewell, Owners Representative Consulting Firm

Project Manager, 6 years

Master of Architecture. BS Architecture, WSU

Job description: I work for public and private owners, assisting them in all aspects of their construction projects. Depending on my clients' needs, I will manage everything from the procurement of design and construction services, to the management of the design and

construction process.

Likes: Every day presents new opportunities to solve unique problems, and work with a variety of people. Being part of the process of constructing a new building or outfitting a space is also very gratifying.

Hobbies: I love to enjoy the outdoors with my husband and children. I also love running.

Other: I am passionate about this industry, and eager to help the next generation grow into their potential in any way I can.

Gary Zak, Asset Manager, Vulcan Real Estate

Real Estate Investment Management, 30 years
MBA, UW

Job description: Fiduciary responsibilities for owners, responsible for all strategic and management decisions, including acquisition, leasing, management, and financing.

Likes: Working with management teams, and the creativity of developing or improving a property

Hobbies: skiing, backpacking, cycling, fishing, hunting, food & beverage)

Other: Broad experience in retail - design, merchandising, marketing, and market analysis

Jeff James, Sr. Underwriter, HomeStreet Bank

Re Finance, 27 years

Bachelor's Degree, MAI appraisal designation, UW

Job description: Evaluating RE and Borrower Credit, Risk Assessment.

Likes: Negotiation, Deal Structuring

Hobbies: Skiing, Baseball, F1 motor racing

Other: I have a background in RE appraisal, finance, and RE brokerage



Elizabeth Rachman, Senior Project Manager, Terracon Consultants, Inc.

Environmental Consultant, 21 years

BS, Geology, MS, Hydrogeology, Michigan State University (B.S., 1993); Northeastern Illinois University (M.S., 2003)

Job description: I provide environmental due diligence consulting services, predominantly for RE transactions. I assess the risk associated with contamination or potential contamination. I also spend half of my time doing business development.

Likes: I like the variety - every transaction is different, every client's needs are different. I like to educate my clients about what I am doing so that they can really understand their risk and potential exposure. I also love to network and meet new people. I like to mentor

newer professionals as well.

Hobbies: I like to SCUBA dive, play poker, and watch football. Read true crime books, listen to music, and go out with friends.



Ben Barron, Vice President, Clise Properties

Real Estate Development, 40 years

Construction Management, BS, CCIM, Colorado State Univ.

Job description: Development, Construction and management

Likes: always changing

Hobbies: Pilot, hockey, hiking

David Rauma, Project Executive, Lease Crutcher Lewis

Construction, 25 years

BS Business Management- Construction Management

Executive Development Program Certificate, Minnesota State University - Mankato,
University Of Washington

Job description: Business development, sales, full execution of construction projects meeting profit targets, leading to more work. Market focus: Office TI, Medical, Building repositioning/renovation

Likes: I am involved with all aspects of business and construction through the leadership of people.

Hobbies: Hiking, Cycling, Golf, Sailing, and Hockey

Other: I moved to Seattle from Minneapolis in 1988 right out of college and launched my career

Robert (Bob) Wallace, CEO, Wallace Properties, Inc.

R/e Investment/development, 37 years

BA, Economics/Bus. Admin, SPU

Job description: We develop, buy, sell, lease, syndicate and manage income properties.

Likes: People, variety, opportunity to grow net worth.

Hobbies: running, travel, reading, working

Other: Office is in Bellevue; can also meet in Seattle



Mia T. Marshall, NCIDQ, IIDA, LEED AP, Managing Principal, EHS, A NELSON Company

Architecture/Interior Design, 20+ years

Likes: Thrives on interaction with people and brings intense focus and drive to ensure the job gets done.

Other: Involved in NAIOP as a member since 2006; Membership Committee Member & Chair; Board Member 2011 - 2015; Merit Awards Judge 2011 + 2014