

## COMPANY OVERVIEW

*Development Advisors, LLC ("Advisors") is a Denver-based specialized real estate firm providing customized services for the specific client groups we serve based on our following functional specialties. We operate in Colorado and the Western US.*

- Acquisition Services
- Land Development Services
- Development Services
- Financial Services
- Valuation Services
- Strategic Dispositions



*Advisors' Principals (l to r) Tim Dressen, Al Medina, Scott McLean, Tom Mussallem, Dan Poremba*

### CLIENT SPECIALTIES

To our diverse client practice areas we bring a common advisory and client-driven philosophy in which we assist each client define and prioritize their real estate goals. We then present them with well-supported strategies for achieving their objectives and execute their selected strategy with professional discipline and financial accountability for success.

**LENDERS.** We assist banks and other lenders with pre-foreclosure strategic evaluations and receiverships and post-foreclosure REO dispositions and asset management assignments.

**INVESTORS.** Our work for lenders has expanded our relationships with a variety of real estate investors. This in turn has resulted in more direct assignments from investors looking to acquire specific assets or portfolios.

**MASTER-PLANNED COMMUNITIES.** We have extensive experience developing communities and large mixed-use land parcels, including management of homebuilding operations. We offer comprehensive execution capabilities to community developers, investors and lenders.

**CHARTER SCHOOLS.** We lead new and existing charter schools from organizational formation through the procurement or construction of new or renovated facilities.

**CHURCHES.** Our firm's principals are passionate about providing strategic planning and development leadership to churches that need to expand their facilities for worship, teaching and fellowship.

**BUILD-TO-SUIT CLIENTS.** We perform turnkey development management for office, industrial, retail and healthcare businesses that desire to own or lease facilities customized for their operational and financial requirements.



### OUR VALUES

We exceed our clients' objectives through our personal and professional commitment to **creativity, integrity** and **accountability**. Please see our website for more detail on our specialties and experience ([developco.com](http://developco.com)).



## OUR PEOPLE

*Development Advisors' principals, associates and strategic partners are veteran real estate professionals who bring together diverse backgrounds in commercial and residential real estate.*



**SCOTT MCLEAN** is in his twenty-fifth year of commercial real estate specializing in land sales, build-to-suit development, project management, building sales and leasing. Scott began his career in sales in 1979 after graduating from the University of Denver, College of Business Administration. In 1983, Grubb & Ellis Commercial Real Estate Services hired Scott and for eight years he consistently achieved in the top five percent for all Denver area Grubb & Ellis agents.

In 1991, Scott founded Office Advisors, LLC to offer tenant representation, development and consulting services for corporate property users. His first development assignment involved the development of a new headquarters office building for the Colorado Association of School Boards. In 2003, the company name was changed to Development Advisors, LLC.



**DANIEL POREMBA** has twenty-five years of hands-on real estate experience in connection with diverse commercial projects nationally. After obtaining his business degree from the University of Colorado and MBA and law degrees from UCLA, Dan began his career at The Prudential Realty Group. He managed the Denver office and a \$1 billion regional portfolio, including numerous developments and 4-million square feet of office space. He has held senior roles with: ORIX Real Estate Equities, managing West Coast development operations, LaSalle Partners, managing build-to-suit office projects, ServiceStar Development Company, developing upscale neighborhood retail centers nationally and, Oakwood Homes, managing land acquisitions and sales and new community developments.

Dan founded Via Development Group (a predecessor to Development Advisors) in San Francisco in 1990 with later offices in Washington, DC and Denver. His long term clients include Wells Fargo Bank, Union Pacific Railroad, Hines Interests, the E-470 Public Highway Authority and JP Morgan Investment Management.



**TOM MUSSALLEM** has twenty-seven years of financial, accounting and operations experience primarily in the development of large-scale master planned communities and home building operations. Tom began his career in Public and Corporate Accounting after graduating with Finance and Accounting degrees and MBA degree from Northwest Missouri State University. He then worked for MDC Holdings (parent company of Richmond American Homes) as Corporate Cash Manager, Division Controller and Director of Internal Audit and for Broe Companies as Controller for its property management operations. Most recently, Tom was the CFO for Oakwood Homes for 16 years. Oakwood is Colorado's largest non-public builder and developer of master-planned communities.

At Oakwood Tom managed operational financial strategy, created business plans, maintained the financial records for 30 operating entities, implemented and managed a \$125 million bank syndicated credit facility and played the key role in creating many metropolitan districts. Tom was directly involved in acquiring more than 5,800 acres of Colorado Front Range land and 6,500 platted and/or finished lots, financing the development of 7,800 lots and the construction of more than 9,000 new homes.



**TIM DRESSEN** is in his twenty-second year of commercial real estate development and brokerage. Tim began his career with Colorado Realty Consultants after graduating with a degree in Real Estate/Construction Management from the University of Denver. His initial project experience included an office build-to-suit, a major church expansion and a medical office building. Tim then joined LC Fulenwider as an office leasing agent and project manager for tenant finish projects. After he successfully leased-up a 450,000 SF downtown office building he returned to CRC where he brokered several investment properties, managed a hospital expansion and the construction of a new high school.

Tim later joined the CB Richard Ellis Project Management Division to oversee build-suit projects including a charter school and a Fortune-500 regional headquarters. He then managed the development of a complex mixed-use, urban renewal project and a 195-unit senior housing project. He subsequently established D&D Development Services (a predecessor to Advisors) which provided project management services to clients such as Mack-Cali Real Estate Investment Trust, First Industrial Real Estate Trust, Don Massey Cadillac, Living Way Fellowship and Castle Pines Community Church.



**ALFRED E. MEDINA, MAI** has twenty-four years of commercial real estate appraisal experience. Beginning in 1985 with Joseph J. Blake & Associates in Century City, California, he has appraised a wide variety of property types including: apartments, office, retail, industrial, vacant land and mixed-use properties. Clients served include Alex Brown Realty, Bank of America, JP Morgan Chase, Glendale Federal Bank, Maguire Thomas, Massachusetts Mutual Life, Public Storage, The RTC and Wells Fargo Bank.

Prior to graduating from USC in 1986, Al worked for commercial real estate investment firms and developers in Southern California. He attained the MAI designation of the Appraisal Institute in 1994. After working for Arthur Andersen & Co, and Landauer Real Estate Counselors, he began AM Real Estate Analysis in Laguna Niguel, California. Since 1997, Al has lived in Colorado and worked in Denver for Integra Realty Resources, Washington Mutual and most recently JP Morgan Chase.



**JILL CLEVELAND** has worked in commercial real estate development for thirteen years primarily in the land acquisitions and the development entitlement arenas. Jill received her Bachelor of Science in City and Regional Planning from California Polytechnic State University, San Luis Obispo. She began her career in 1992 with Land Use Planners and Consultants in Santa Barbara, California, as an Associate Planner.

In 1994, Jill began pursuing land acquisitions in the telecommunications industry with JM Consulting Group, permitting sites throughout California. Her career lead her to Colorado in 1996 to work for Sprint and then T-Mobile, ultimately managing the T-Mobile Development Team with overall responsibility for all leasing, zoning, and lobbying for new cell site locations.

## **STRATEGIC PARTNERS**



**LES GRUEN** is president of Urban Strategies, Inc., a Colorado Springs-based real estate advisory services company founded in 1999. Les received his B.A. from the University of Puget Sound in Tacoma, Washington. He was a Rhodes Scholar nominee and attended the University of British Columbia's graduate program in Urban Land Economics. As Assistant to the Chairman of Mobil Land Development Corporation, Les played a key role in Mobil's 1981 acquisition of the internationally known Banning Lewis Ranch in Colorado Springs, Colorado. In 1984 he moved to Colorado Springs serving as Marketing Manager for the Ranch and subsequently became manager of Mobil's Colorado Springs office and assisted with other large development projects nationally.

He now assists clients, including lenders and major property owners, enhance the value of their holdings including the conception and implementation of development and disposition strategies. The Broadmoor Hotel is one of Les' long-time clients and he has assisted the Hotel in much of its award winning development over the past decade. In 2007 he was appointed by the Governor to the State Transportation Commission.



**TIM MASTERS** has twenty-eight years of design, construction, and entitlement management experience in connection with varied national projects ranging from housing to commercial facilities, industrial complexes to sports stadiums.

After receiving a Bachelor of Science in Civil Engineering from the University of Windsor and a MBA from Oakland University, Tim worked at LaFarge Corporation managing their technical services and marketing group for the Great Lakes Region. He later managed the Midwest office for a national consulting firm which specialized in multi-family and public housing. His experience includes senior level management of design and construction of several schools and higher education facilities together with land entitlement/land development of several large mixed-use development projects along the Front Range.



**TODD WHITTAKER** serves churches that desire to sell their existing church buildings or purchase either a traditional church building or non-traditional property to be transformed into a church. Todd has worked for Service Realty in Denver since March of 2004. He has been involved with real estate transactions through his previous experiences as a bank loan officer and through his work in the design and installation of complex water distribution systems. These experiences with municipalities, city administrators, and congregations in the Denver metro area have complemented his service to his church clients.



***On behalf of our entire Development Advisors team, we look forward to discussing your real estate needs and formulating effective solutions and strategies for accomplishing your objectives. Thank you.***