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C O N F E R E N C E  
Economic Development Council of Colorado

PRESENTED BY:



It's time to **UP YOUR GAME**

October 2-4, 2017

Vail Marriott Mountain Resort

## SPEAKER BIOGRAPHIES & PRESENTATIONS

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### **Heidi Aggeler, Director – Housing & Community Development, BBC Research & Consulting**

Heidi Aggeler directs BBC Research & Consulting's housing and community development practice area. She focuses on assessments of fair housing, workforce and affordable housing demand analyses, and human service needs assessments, including child care. She has overseen completion of more than 50 research and planning studies. She regularly presents the findings and recommendations from BBC's research at city council and executive team meetings, as part of public access television programs, for trade groups, and to the general public.

Prior to joining BBC, Ms. Aggeler was an economic analyst for the Federal Reserve Bank of Minneapolis.

Ms. Aggeler holds a Master of Public Affairs degree with an emphasis on Public Policy Analysis from the University of Minnesota. She has a background in accounting and finance and was the treasurer of the Mile High Community Loan Fund for many years. She is currently a member of the Denver Planning Board.

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### **Luis Benitez – Director of Outdoor Recreation Industry, OEDIT (Moderator/Presenter):**

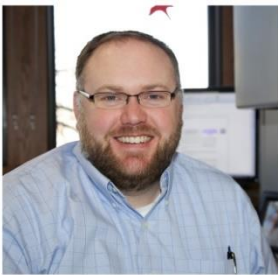
Over the course of a decade, Luis Benitez has quietly emerged amongst a growing field of climbers as one of the more experienced, respected and busiest professional guides and leadership development consultants in the

world. Throughout his career, Luis has summited the top of the famed “Seven Summits” a cumulative 32 times, including being a six-time summiteer of Mt. Everest.

Between managing expeditions on some of the most remote peaks in the world, while consulting with a deep and varied group of clientele, Benitez works to tie the lessons available from the outdoors and carry them back to the everyday challenges of life and business during his keynote presentations and seminars.

Benitez has managed and lead programming for various organizations including Outward Bound Professional in Colorado, a highly respected New Zealand-based expedition firm – Adventure Consultants, helped create non-profit’s “Trekking for Kids” and “Warrior to Summits,” and led programming in Ecuador and Chile for the Wharton School of Business at the University of Pennsylvania.

Benitez has currently grown to have a deeper investment in public service 1<sup>st</sup> by serving as a Town Councilman in Eagle, Colorado and now currently serving as the 1<sup>st</sup> State Director for the Outdoor Recreation Industry office for the State of Colorado.



**Josh Birks – Economic Health and Redevelopment Director, City of Ft. Collins (Panelist):**

Josh Birks has been Economic Health and Redevelopment Director since 2012 and was previously the Economic Advisor for the City. During his tenure as Director, Josh has guided the Economic Health Office through several transitions, including movement to the Sustainability Service Area, expansion to include Innovation and the Climate Economy, and growth to five staff members.

In that time, the office has helped retain a major corporate headquarter, overseen the \$330 million redevelopment of the community major mall, and supported the development of a number of cluster initiatives. Josh is an expert in economic development, real estate finance, market analysis and cluster development. He attended the University of Denver and graduate school in Urban and Regional Planning at Portland State University.

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**Susan Brake, Vice President, Development Councilors International**

With more than a decade of marketing and branding experience, Susan is in charge of developing and implementing marketing plans for cities and states across the United States. Susan currently helps to manage the Denver office and serves as a lead strategist on national economic development marketing plans for such clients as

Iowa Economic Development Authority, Source Cincinnati, Iowa Economic Development Authority, Wake County Economic Development and the Port of Long Beach.

Susan is also the lead digital strategist on all economic development clients including Columbus 2020, and provides tools and counsel DCI teams need to implement digital tactics on behalf of clients. In addition to client service, Susan manages DCI's overall digital marketing efforts including Economic Development's 40 under 40 award and the content marketing strategy for DCI's website.

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**Sumanth Channabasappa, Co-founder & CTO, eyeBot | Founding Director, The CORE**

Sumanth is a technologist and entrepreneur who loves to work on globally impactful innovations that deliver market-based returns. His experiences include leadership & contributions to these technologies: mobile, broadband, Internet, network security, Voice over IP (VoIP), and the Internet of Things (IoT). He currently contributes to digital health, smart cities & accessibility. He also helps companies with strategy, business models & lean execution. With eyeBot, he and his co-founders are creating solutions for the visually impaired. His other venture, The CORE, is a group of accomplished multi-disciplinary leaders who help companies scale their businesses, accelerate innovation, and execute spinoffs. Sumanth is active in the thriving entrepreneurial ecosystem in Colorado. He is a mentor at Blackstone Entrepreneurs Network, Prime Health and CU's New Venture Challenge. He is also the Science & Technology lead for 10.10.10, and a technical advisor for TechrIOT, among others. His other interests include open networking, analytics, AI, learning & robotics.

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**Mayor Dave Chapin, Town of Vail (Presenter):**

Dave "Bone" Chapin has been a member of the Vail community for more than 30 years after moving to Vail from upstate New York in the early 1980s. He is a partner in Vendettas restaurant and bar in Vail Village, the longtime gathering place for the Vail ski patrol and Vail ski school.

His experience in the resort and hospitality industries is vast including a B.S. degree in hospitality and resort management from Niagara University. Chapin has given back to the community with his service as a member of the Vail Commission on Special Events and the Vail Local Licensing Authority. He is an avid pursuer of all the great outdoor activities that living in Vail provides.



**Tom Clark, President & CEO, Collaborative Economic Development**

For over forty years, Tom Clark has played a pivotal role in the growth and regional cooperation of one of the nation's most diverse and expanding economies – Metro Denver. Clark retired as CEO of the Metro Denver Economic Development Corporation in 2017, having worked for the Denver Metro Chamber of Commerce since 1985 and is responsible for such projects as the creation of Denver International Airport, Denver's bid to get Major League Baseball, and the successful approval of Denver's regional transit rail system, Fastracks. He founded the Metro Denver Network, the nation's first regional economic development program, for which received the Arthur D. Little Award for Excellence in Economic Development. Clark is often sought as a speaker on economic development and infrastructure issues, despite his frequent profanity.



**Stephanie Copeland – Executive Director, OEDIT (Presenter):**

Copeland was appointed by Governor John Hickenlooper to his cabinet as executive director of the Colorado Office of Economic Development and International Trade in January 2017. She joins OEDIT most recently from The Zayo Group, where she served as a president of the communications infrastructure services firm. She was part of a leadership team taking the company public, managing full P&L and operational responsibilities for Zayo's network services. Previously, she served as chief operating officer at WildBlue, where she was responsible for the operations of the \$500 million rural broadband business.

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**Morgan Cullen, Legislative and Policy Advocate, Colorado Municipal League (Moderator):**

Morgan Cullen is a Policy Advocate for the Colorado Municipal League where he is responsible for advocating municipal interests before the state legislature. His issues include economic development, environment and sustainability, natural resources, severance taxes, transportation and utilities.

Prior to joining CML, Morgan worked as the Government Affairs Director for the Aurora Economic Development Council where he assisted the city on a number of important projects, including the procurement of the Gaylord Rockies Resort and Convention Center currently under construction.

Morgan also worked within the Legislative Management Program of the National Conference of State Legislatures for seven years and as a Senior Policy Advisor in Governor Bill Owens' Office of Policy and Initiatives. After college, Morgan served as a US Peace Corps Volunteer in Zalau, Romania where he started a non-governmental organization (NGO) building playgrounds and other recreational facilities throughout his community.



**Judy Emery, Director, Colorado Urban Workforce Alliance (CUWA)**

Judith Emery is the Director for the Colorado Urban Workforce Alliance (CUWA), a multi-regional workforce alliance of ten local workforce areas which promotes industry led sector initiatives, regional collaborations and best practices within the public workforce system. As the Director, Ms. Emery assists in aligning business services across the local workforce areas and supports and promotes the development of career pathways and industry focused strategies. She directs and coordinates activities identified by the ten Workforce Directors associated with CUWA in relationship to economic development strategies and employer linkages. CUWA also assists the Central Planning Region in moving their 4 year strategic plan forward among the 7 local areas identified within Colorado's Central Planning Region. CUWA is one of the conveners for the Greater Metro Denver Healthcare Partnership (Partnership), the Denver Metro Manufacturing Partnership (MMP) and the convener for the US Department of Labor Ready to Work grant entitled the Technology Employment in Colorado Partnership (TEC-P) administered by the Denver Office of Economic Development/Workforce Programs.

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**Tammy Fields, Senior Vice President – Economic Development, Colorado Springs Chamber & EDC**

Tammy is the Senior Vice President, Economic Development for the Colorado Springs Regional Business Alliance and has over 22 years of experience with economic development in Colorado Springs. For the past 15 years Tammy has been one of the top “faces” of economic development in Colorado Springs and has been instrumental in helping to attract over 25,000 jobs to the Colorado Springs community. As a native of Colorado Springs she has a passion and love for the community she sells every day to key employers considering Colorado Springs as a place to grow their business. Tammy was selected as a 2009 Women of Influence by the Colorado Springs Business Journal.

She currently serves on the boards of the Economic Development Council of Colorado and the Southern Colorado Commercial Brokers and is a graduate of the Leadership Pikes Peak 2013 Signature Class.

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**Kelly Flenniken – Area Manager, Xcel Energy (Immed. Past Board Chair and Conference Committee Chair):**

Kelly manages local community and governmental relationships and participates in many regional economic development organizations, industry and trade groups, as well as chambers of commerce to advance business development throughout Colorado’s mountain region and western slope.

Prior to joining Xcel Energy, Kelly served for four years as the Executive Director of the Grand Junction Economic Partnership. During her tenure, she was recognized as EDCC’s rookie of the year (2011) and was instrumental in GJEP receiving high accolades from the International Economic Development Council (IEDC) for marketing efforts.

Kelly holds a bachelor of arts in Political Science from Knox College and a paralegal degree from Loyola University.





**Dawn Gardner, Business & Economic Development Sector Coordinator, Arapahoe/Douglas Workforce Development Board (Presenter):**

Dawn has been in economic development and workforce development for over twenty years. She is currently the Business and Economic Development Sector Coordinator for the Arapahoe/Douglas Workforce Development Board for over ten years. Dawn works closely with sector partnerships and the State Business Development Leadership team to align the Business Development Representatives through training and outreach to the business community and tracking outreach efforts across the state. She also works closely with Arapahoe/Douglas Workforce Development Board Economist to ensure that job seekers, businesses, economic developers and other stakeholders have the data they need to inform workforce strategies.

In addition, Arapahoe/Douglas Works! has developed very strong working relationships with regional economic developers, site selectors, chambers of commerce, businesses, education and workforce areas, who know they can count on accurate labor force data and superior staffing services. Visit [www.adworks.org](http://www.adworks.org) to see the latest industry profiles.

Dawn Gardner, Joe Barela and Patrick Holwell were also was the recipient of the Metro Denver Economic Development Corporation 2014 Metropolitan Cooperation Award for providing data for site selectors, economic development partners and businesses.

Dawn has worked in many positions serving as Director of the Colorado Rural Development Program (CRTP), program manager for many projects through the Governor's Office of Economic Development on entrepreneurial training as well as Senior Fellow for Small Office/Home Office Studies at the Center for the New West.

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**Jenni Grafton LEED AP-ND, Economic Development Coordinator, City of Westminster**

Jenni Grafton, LEED AP-ND, serves as the Economic Development Coordinator for the City of Westminster, where her primary focus is on redevelopment efforts in the Westminster Station TOD area and coordinating the City's affordable housing policy and strategy initiative. Her expertise includes design project management, public policy development, sustainability practices, and urban infill projects.

Ms. Grafton has worked across the spectrum of land development in the non-profit sector, local government and in universities. As the design project manager for Habitat for Humanity of Metro Denver, she advanced sustainability initiatives through LEED, Enterprise Community Partners, and EPA certification programs targeting energy efficiency,

water conservation, and access to transit in connection with affordable housing. She holds dual Master's degrees in Architecture and Urban Design from the University of Colorado.

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**Sonya Guram, Deputy Director – Business Funding & Incentives, OEDIT**

Sonya has been with (OEDIT) since 2006; during her tenure at OEDIT, she has helped to set up, run, and evaluate a variety of programs. She currently has oversight of the Enterprise Zone, Advanced Industry Investor, and Historic Preservation tax credit programs and supports the division's work. Sonya has also worked with the Colorado Department of Health Care Policy and Financing, and the Colorado Department of Labor and Employment. Prior to civil service, Sonya worked in the private sector in the healthcare, energy, and retail industries, and served as a U.S. Peace Corps volunteer in Poland in the mid-90's. Sonya holds both a Masters and a Bachelors degree in Business Administration with studies focused on finance and marketing.



**John Hall, EDCC Board Chair | Economic Development Director, City of Westminster (Welcome):**

John has 25 years of experience in economic development and private land use development consulting. His expertise includes multiple aspects of economic development, including primary business attraction and retention, small business development, retail recruitment, marketing, policy development and analysis, strategic planning, land development and incentive negotiations.

Mr. Hall spent the first ten years of his career with the firm of Leland and Hobson Economic Consultants of Portland, Oregon. During that time he developed strategic business plans for rural communities and port districts in the Pacific Northwest impacted by both declines in timber harvest related to federal regulations established to protect the northern spotted-owl, and reductions in fishing catch as a result of efforts by the National Marine Fisheries Service to manage marine resources.

He is the incoming chair of the Economic Development Council of Colorado, a professional organization dedicated to strengthening Colorado's economy, and serves as the Economic Development Director for the City of Westminster. He is also a Board member of the Colorado Resources and Housing Development Corporation, and was recently appointed to the Board of the Colorado Healthy Forests Initiative. He has previously served as the Economic Development Director for the Town of Parker, Colorado, Business Recruitment Officer for the Portland Development Commission, and Enterprise Zone Program Manager for the State of Oregon.



John has also engaged in teaching and conducted research in economic development at the university level. He holds a bachelor's degree in economics from Willamette University in Oregon and a master's degree in economics from Portland State University.



**Clif Harald – Executive Director, Boulder Economic Council (Presenter):**

Clif Harald was named the Executive Director of the Boulder Economic Council in 2011. He has over 15 years of economic development leadership experience in Boulder County and the metro Denver region. He has held management positions in private industry, including financial services and IT, and founded his own management consulting practice focusing on economic and community development. Clif has a Master of Urban Planning degree from the University of Washington and an undergraduate degree from the University of Colorado.

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**Sandy Head, Executive Director, Montrose EDC**

Sandy Head is a native of Montrose, Colorado. She was born and raised in Montrose on her family's farm. From 1976 to 2000, she successfully owned and managed an equipment rental business in Montrose. In 1998, she expanded that business by opening a branch in Gunnison. In 2000, she sold the business to a corporation but continued working in the same capacity for that corporation until 2002. In 2002, Sandy retired from this profession. Sandy has served on the Board of Director's for Montrose Economic Development Corporation (MEDC) for 13 years. In 2003, Sandy was offered her current position as Executive Director of the Montrose Economic Development Corporation. Sandy success as an Executive Director is directly linked to her passion and drive for the Montrose community.

Although Sandy has an extensive background in business and economic development, she continues to expand her knowledge by attending economic development meetings and by completing courses that are beneficial to her position with MEDC. Sandy has completed IEDC's Basic Economic Development Course, the Business Retention and Expansion Course and the Entrepreneurial and Small Business Development and Strategy Course.



**Kittie Hook – Managing Director, Newmark Knight Frank (Panelist):**

Kittie Hook joined Newmark 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.

Before joining NKF, 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 KLH 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.

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**Patrick Horvath, Director of Economic Opportunities, Denver Foundation**

Patrick Horvath is Deputy Vice President of Programs and Director of Economic Opportunity at The Denver Foundation. The Denver Foundation's Economic Opportunity program seeks to foster interconnected, culturally vibrant communities where low-income residents have the tools and opportunities to thrive. For fourteen years he was also director of the Strengthening Neighborhoods Program at The Denver Foundation, which works with residents of low-income neighborhoods to help them improve and strengthen their communities. Horvath also represents The Denver Foundation on the steering committee of Mile High Connects, a cross-sector equity collaborative housed at The Denver Foundation that is working to insure the multi-billion dollar investment in the Denver region's mass transit system promotes equity and access to opportunity for all the region's residents. He is immediate past board chair of Grassroots Grantmakers, a national network of funders and community based organization's that works to strengthen resident-led community building and grassroots civic engagement. Prior to coming to The Denver Foundation he was Associate Director of the Urban Justice Center in New York City, where he worked for almost thirteen years as an attorney providing civil legal services to homeless adults.

The Denver Foundation is the oldest and largest community foundation in the Rocky Mountain region, and one of the oldest community foundations in the country. Founded in 1925, The Denver Foundation's mission is to inspire people and mobilize resources to strengthen the metro Denver community.



**Wyatt Jones - Senior Commercial Lender, Colorado Housing and Finance Authority (Break Sponsor):**

Wyatt Jones is a Senior Commercial Lending Officer for the Colorado Housing and Finance Authority (CHFA). Wyatt is in his fourteenth year working within the Community Development Division of CHFA concentrating on Industrial Development Bonds, 501c3 Tax Exempt Bond Financing, New Market Tax Credits, Brownfields, and direct commercial real estate financing.

Prior to his employment with CHFA, Wyatt's career has included positions in commercial financing at both large, national financial institutions and small, community-based lenders. Wyatt received his Bachelor's Degree from the University of Colorado at Boulder, a Master of Business Administration (MBA) from the University of Colorado at Denver, and a Master of Science (MS) in Finance from the University of Colorado at Denver. Wyatt has also received the designation as a certified Economic Development Finance Professional through the National Development Council.

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**Jim Kemp, President, Annum, LLC**

Jim Kemp is president of Annum, LLC an independent site selection and business management consulting firm. Jim has nearly 40 years of experience working in the Aerospace and Defense industry, managing production, test and facilities. He has extensive experience in strategic Infrastructure planning, site selection, and public incentives. Jim has managed operations responsible for production and test of both commercial and government launch vehicles and spacecraft. His facilities have ranged from 10,000 square feet to over one million square feet.

Jim has also developed and managed a large number of public incentive projects at Lockheed Martin and has closed on over a billion dollars' worth of effort. One of Jim's major projects has won CoreNet Global's project of the year award.

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**Sharon King, Executive Director, Boulder SBDC**

In the past 12 years, Sharon King and the Boulder SBDC have worked with over 6,000 entrepreneurs from startups through 2nd stage companies, from “Main Street” businesses through highly scalable manufacturing and Advanced Industries. Sharon is Team Leader for both the SBDC TechSource Program and the SBDC Advanced – Economic Gardening programs. Just before joining the SBDC in 2004, Sharon converted and re-branded a franchise hotel into the independent Boulder Outlook Hotel, in which she was an investor. In the 30 years between, Sharon has been an entrepreneur, marketing executive and consultant for small (and larger) businesses in a wide range of industries. She holds an MBA from Cornell University is a Certified Technology Commercialization Consultant by the Institute of Technology Commercialization and is nationally-certified as an Economic Gardening Team Leader through the Edward Lowe Foundation.



**Chris Knight – Global Commercial Director, fDi Intelligence (Presenter):**

Chris Knight is the Global Commercial Director for fDi Intelligence. Chris has been working in the field of foreign direct investment and advising governments for over a decade. Chris is an expert in the benchmarking of locations, as well as analysing and interpreting FDI trends worldwide. Chris is also an expert on how to market and promote your location globally.

Chris has worked with over 80 economic development organisations worldwide in all aspects of foreign direct investment including: lead generation, event organisation and management, best practice, investment promotion and location benchmarking propositions. Chris has extensive experience working in global markets including Asia, Europe, North America, South America, Africa and Middle East.

Chris is one of the most dynamic speakers on FDI and over the past 8 years has been invited to speak in many events globally on best practice, FDI trends and benchmarking. These events include IEDC, WAIPA, EDCO AIM Congress. Again, these have been global conferences, taking place in such locations as Dubai, Rio, Singapore, Cannes and Barranquilla, to name a few. Over the past few years, Chris has started to run training workshops on best practice in FDI. These have been in Poland, South Africa, Brazil, St Lucia, Slovenia, Colombia and UK.

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**[Jeff Kraft – Division Director, Business Funding & Incentives, OEDIT \(Moderator/Presenter\):](#)**

Jeff Kraft, a Colorado native, is the Director of Business Funding and Incentives for the Colorado Office of Economic Development and International Trade. After graduating from high school in Colorado, he spent more than twenty years on the east and west coasts in Boston, New York, Washington, DC and San Francisco but is very happy to be back living in the Centennial State. Previously Mr. Kraft was an executive in the wireless industry working at companies from the Fortune 20 (AT&T) to small startups. Mr. Kraft holds a BA in Economics and Political Science and Masters' of Public Policy and Real Estate degrees.

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**[Katie Kramer, Vice President, Council of Development Finance Agencies \(Instructor/Presenter\):](#)**

Katie Kramer is Vice President at the Council of Development Finance Agencies (CDFA) and has been with CDFA since 2005. She is an accomplished non-profit executive with expertise in fundraising, grant writing, operations, and building organizational capacity. In her role at CDFA, she leads a team of five staff members who are focused on curriculum and business development, online and in-person training, and creating strategic partnerships with foundations, federal agencies, and other industry non-profits aimed at growing the professional acumen of CDFA members and the development finance industry at-large.

Previously, Ms. Kramer served as CDFA's Director of Education & Programs and Development Director. Before joining CDFA, Ms. Kramer worked in the Assessment Division at Ballard & Tighe, Publishers as Project Coordinator where she managed projects involved with the development of standardized language tests. Prior to Ballard & Tighe, Ms. Kramer was employed by Scripps College as Assistant Director of the Annual Fund where she organized fundraising campaigns for alumnae, parents, and students. She studied art history at Scripps College and holds a BA in English with honors from Cleveland State University.

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**Frank Lancaster – Town Administrator, Town of Estes Park (Panelist):**

Frank Lancaster has served as Town Administrator for Estes Park since 2012. A Colorado native, Lancaster was the Larimer County Manager from 1994 until 2012. During his 32-year tenure with the county, he has also served as Interim County Administrator, Director of Natural Resources and Director of Forestry Services. He is a Credentialed Manager by the International City/County Managers Association. Lancaster holds a Master of Business Administration with an emphasis in Management, as well as a Bachelor of Science in Landscape Horticulture, from Colorado State University.

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**David Leinweber – Owner, Anglers Covey | Founder, Pikes Peak Outdoor Recreation Alliance (Panelist):**

David has worked as a sales associate, manager, buyer, and owner in outdoor retail industry for 35 years. Companies he has worked for include; Mountain Miser, REI, Colorado Outdoor Sports, Chickenhead Mountain Sports, Gart Sports, and Grandwest Outfitters. For the last 20 years he has managed and owned Angler's Covey a specialty fly shop located in beautiful Colorado Springs, Colorado. Angler's Covey has developed a mission focused on teaching fly fishing, with camps, classes, private lessons and guided trips year-round. He promotes Angler's Covey as the place to learn to fly fish and banks on customers buying their gear to outfit their adventure.

In 2015 David took on the new challenge as founder of the Pikes Peak Outdoor Recreation Alliance partnering with Colorado Springs Chamber & EDC and Colorado Springs Convention & Visitors Bureau. As chairman, he is working to promote the value of the Outdoor Industry to the Pikes Peak community and bring together stakeholders to to increase our outdoor amenities, create better access to recreational areas, and promote greater participation in outdoor activities.

David currently serves on the Cheyenne Mountain Chapter Trout Unlimited Board. He also has served on the American Fly Fishing Trade Association Board for 4 years from 2006 till 2010. Angler's Covey is also a member of the Outdoor Industry Association and is an Orvis Endorsed Fly Fishing Outfitter and was honored to be selected as the Orvis Outfitter of the Year 2012.





**Kelly Manning, Deputy Director of Business & Regional Support | State Director, Colorado SBDC Network**

Kelly Manning oversees the operational management, strategic planning, and financial planning of the Colorado SBDC Network that is federal and State funded program, the Minority Business Development (MBO), and Regional Support with a total budget of over \$4.5 Million dollars in programming.

Since Kelly began with the Colorado SBDC, she has successfully created and implemented numerous new initiatives to assist the growing needs of small business entrepreneurs: Veterans programs/ Conferences, Women's Conferences, Emerging Industry programs/services, Creative Industry programs/services and strategically moving the SBDC Network to a performance based program.

Through her role with the Governor's Office of Economic Development, she was on the ground floor when the Companies to Watch began in Colorado. As an extreme advocate for Companies to Watch, she has continued to provide support and technical assistance to second stage companies throughout Colorado. Most recently, Ms. Manning has added to the support in the role of board member of the Colorado Companies to Watch and as a judge for the nomination process.

Manning attended New Hampshire College School of Business and obtained a Bachelors degree in Business Administration. Manning also has a Masters in Communication with a Certificate in Dispute Resolution from the University of Denver.



**Tim Martinez, Senior Program Manager, Denver Office of Economic Development**

Tim's a fourth generation Coloradan. His current role in the Denver Office of Economic Development involves the development of programs designed to assist businesses, from start-ups to corporate headquarters, to grow and add jobs to the economy. With innovation and entrepreneurship in mind, Tim publishes the annual Denver Venture Capital Report, opened the OED extension office at the Commons on Champa, launched the Denver ScaleUp Network, and manages the Denver Gazelle Program. He recently accompanied Mayor Michael B. Hancock to Bogota, Colombia.

Tim currently holds leadership/advisory positions in Colorado Companies to Watch, CO Active Colorado, Denver Public Schools Imaginarium Innovation Advisory Committee, and the University of Colorado Denver International Studies Program Career Advisory Group. Tim holds a business degree from Colorado State University and master's degree in international economics from the University of Denver.



**Stewart Meek, Economic Development Specialist, City of Centennial (Mentor | Mentee MC)**

Stewart Meek joined the City of Centennial, Colorado's Economic Development Division in February 2016 and excels as an innovative, collaborative, energetic leader with a focus on data-driven decision making, finding solutions, and achieving outcomes. He is currently working on business retention and expansion, economic analysis, marketing, and shopping center revitalization. Stew holds a Master of Public Affairs in Public Financial Administration, Public Management, and Local Government Management from the School of Public and Environmental Affairs at Indiana University. His undergraduate work in Psychology and Art was completed at Ohio Northern University.

Prior to his time with Centennial, Stew led many economic and community development initiatives as Assistant to the City Manager for Royal Oak, Michigan. He began his career in public service as an AmeriCorps member and Program Manager for the nonprofit City Year in Cleveland, Ohio. Originally hailing from Ohio, he "enjoys" rooting for the Cleveland Browns, and you will often find him exploring the great Colorado outdoors with his lovely wife Emily.



**Andy Miller – Founding Partner, Copley Equity Partners (Panelist):**

Andy co-founded Copley in 2012 and heads Copley's Denver office. Andy's investments and board directorships include: Madwire Media, a technology-enabled digital marketing firm based in Colorado; Hospital Couriers Corporation, a logistics provider for health systems and integrated delivery networks based in Colorado; Oxus Environmental, a provider of medical waste treatment services in New England (NASDAQ: SRCL); and ClearCost Health, a healthcare price transparency software company based in San Francisco. Andy is also a Managing Member and Co-Founder of Fox Rock Capital, a single family office based in Boston and Copley's affiliate company.

Prior to Copley, Andy worked for Summit Partners, a private equity and venture capital firm, in Boston and Palo Alto. At Summit, Andy was responsible for deal sourcing, deal execution and aiding portfolio companies with a variety of operational, financial and business development initiatives. Andy sourced and closed Summit's investment in Snap Fitness, a franchisor of fitness clubs and worked extensively with the management team of Aramsco, a distributor of safety products.

Andy received an MBA from Harvard Business School where he graduated with Second Year Honors and has a degree in economics, cum laude, from Dartmouth College. Andy also serves on the Advisory Board for the Business Department at Denver South High School.

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**Anne Misak, Loan Officer, Enterprise Loan Fund**

Anne Misak is the Healthy Food Program Manager and Loan Officer for Colorado Enterprise Fund (CEF). She develops, manages, and promotes CEF's healthy food financing program for small businesses in Colorado's food system, especially in low-income communities lacking convenient access to healthy, fresh food. Anne is a co-chair for the Denver Sustainable Food Policy Council, an official Board and Commission of the City of Denver. She is also on the Executive Committee of the Community Wealth Building Network of Metro Denver, a start-up organization with the goal of changing Denver's economic development models to better support low-income communities. Anne was a Board Member for Nourish Community Market, a start-up food cooperative in Northeast Denver/Northwest Aurora.

Anne has a particular interest in and experience with food co-ops, particularly as a community-controlled option for bringing in healthy food. Anne earned a Master of City Planning degree in community and economic development from the University of Pennsylvania in Philadelphia and a Bachelor of Arts majoring in Political Science from Oberlin College in Ohio.

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**Brittany Morris Saunders - President of Local Affairs, Sewald Hanfling (Panelist):**

Brittany Morris Saunders is president of local affairs at Sewald Hanfling. Prior to joining the firm, Morris Saunders was senior vice president for economic development at the Downtown Denver Partnership where she directed business building efforts, housing, retail, public policy, marketing and communications operations. She was appointed by Mayor Michael Hancock to the Denver Planning Board where she served from 2010 to 2016 and she is the vice chair of the Downtown Denver Expeditionary School Board. Prior to joining DDP, she was the economic development director for Commerce City where she created the city's first-ever economic development strategic plan. Before entering government, Morris Saunders was senior vice president at CRL Associates.

Morris Saunders is a Colorado native and holds an undergraduate degree from the University of Colorado at Boulder and a graduate degree in political science from the University of Colorado at Denver. She lives in Denver with her husband and two sons.



**Devin Mulhern, Managing Director of Economic Development, Denver South EDP**

Devin Mulhern is Managing Director, Economic Development for the Denver South EDP. Devin has led recruitment efforts for Denver South for the last five years. The recruitment program nearly doubled prospect activity for Denver South within two years of launch. Devin has also recently assumed responsibility for Denver South’s BRE program.

Devin also leads Denver South’s efforts to design and build technology to support economic development and site selection. The result is the Denver South SiteSelect platform. SiteSelect is a Denver South owned application designed to aggregate and visualize data for economic developers and SMBs needing site selection support. Devin is a Colorado native living in Lone Tree. He holds an MBA from the University of Denver and a B.A. from the University of Colorado.

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**Rob Osborn, Special Projects Director, Xcel Energy**

Rob Osborn is the Director of Special Projects for Xcel Energy. In this capacity Rob is developing economic development programming as a corporate function to better assist the Company’s 8 state business development goals. Rob previously held leadership positions in Regulatory Affairs and in Community and Governmental Relations. Rob actively participates on many regional economic development, industry organizations, and chamber organizations assisting with community outreach, business development, and municipal policy.

Rob is an attorney, and a civil engineer. Rob has nine years of real estate and land development experience providing entitlement and financial structuring with public private partnerships and municipal authorities. Rob previously managed two economic development corporations, one in Colorado and one in Allentown, Pennsylvania, prior to joining Xcel Energy, and practiced real estate law in Pennsylvania.

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**Allyson Patterson, Managing Director, Blackstone Entrepreneurs Network Colorado (BEN)**

Allyson Patterson is the Managing Director of BEN Colorado and the former Director of Market and Partnership Development at Zayo Group, a Boulder-based Bandwidth Infrastructure provider. During her time at Zayo, Ally also served as the Director of Community Development, Investor Relations, and Employee Programs, as well as Chief of Staff - External Relations to the CEO. Prior to Zayo, Ally managed operations, sales and trading for foundations, family investment offices, and institutions at Morgan Stanley Private Wealth Management. She is a board member of CU Women's Council and active in the entrepreneurial community. She has a B.A. in Economics from the University of Illinois Urbana-Champaign.



**Maureen Phair – Executive Director of Arvada Urban Rural Authority, City of Arvada (Panelist):**

Maureen Phair is the Executive Director of the Arvada Urban Renewal Authority and has been with the organization for 13 years. Her real estate development experience covers a wide range of industry types - including high-density multi-family housing, regional power centers, historic renovations and mixed-use projects. Ms. Phair excels at partnering with a diverse group of stakeholders including other governmental entities, developers, elected officials and the community in order to get complex projects built.

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**Scott Prestidge, Director of Communications and Public Affairs, Colorado Oil & Gas**

Scott Prestidge is the Director of Communications and Public Affairs for the Colorado Oil and Gas Association. He is responsible for external media and communication efforts, as well as managing the political and policy initiatives at the state and federal level impacting Colorado's oil and gas industry.

Previously, Scott worked as Energy Industry Director for the Metro Denver Economic Development Corporation (EDC), where he was responsible for managing a Metro Denver EDC affiliate, the Colorado Energy Coalition (CEC).

Scott was also responsible for coordinating with the Denver Metro Chamber's Public Affairs Department on energy policy issues, as well as managing the retention and recruitment of Colorado energy companies.

Prior to that, Scott work for United States Senator Mark Udall. As the Metro Denver Regional Director for Senator Udall, his duties included speech writing, policy formation, and community engagement throughout the nine-county metro region.

Scott has Bachelor's Degrees in Political Science and Spanish from the University of Colorado in Boulder, as well as a Master's Degree in Public Policy and Political Science from the University of Colorado in Denver.



**Jeremy Rietmann – Economic Development Director, Town of Gypsum (Vice Board Chair):**

Jeremy is an experienced community relations, public affairs and business development professional, committed to improving economic opportunity and quality of life in Colorado's Vail Valley. Jeremy currently serves as Economic Development Director for the Town of Gypsum.



**Mark Rodman, Deputy State Historic Preservation Officer, History Colorado (Panelist):**

Mark Rodman serves as the Deputy State Historic Preservation Officer for History Colorado (SHPO) overseeing the Office of Archaeology and Historic Preservation and the State Historical Fund. Prior to joining History Colorado, Rodman was Operations Manager for the \$50 million tax credit rehabilitation of the 600,000 square-foot Revolution Cotton Mills in Greensboro, NC. From 2002-07, he served as Executive Director of Colorado Preservation, Inc. Previously, Rodman was Director of Operations for Preservation North Carolina and an Operations Manager for Wachovia Bank. He began his career as Operations Supervisor with the Parks, Recreation and Tourism Department of the City of Rock Hill, SC. Rodman holds a master's degree in Historic Preservation Planning from Cornell University and an MBA from Winthrop University.

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**Becky Safarik – Assistant City Manager, City of Greeley (Panelist):**

Rebecca L. Safarik has worked for the City of Greeley since 1978 and has extensive experience in several areas of municipal government. In addition to serving in a number of planning and redevelopment positions, she was the Director of Community Development from 1983 until her appointment to Assistant City Manager in April 2012. She has been responsible for Building Inspections, Code Enforcement, Natural Resources, Neighborhood Resources, Planning, and Urban Renewal. She also acted as the interim director of the Parks and Recreation Department. In her role as Assistant City Manager, she oversees the City’s Community Building Departments and Special Projects.

Her work has included mediation and conflict resolution, redevelopment, involvement with a variety of special populations and a variety of partnership projects. She is also the lead for the purchase of several hundred acres of land for the Poudre Greenway, land for a Public Safety Training Facility, as well as numerous entryway neighborhood and civic projects.

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**Sarah Shrader – Chief Administration Officer and Owner, Bonsai Design (Panelist):**

Sarah is a co-founder and owner of Bonsai Design, a world-class aerial adventure firm based in Grand Junction. With her husband and brother, she turned a dream into a business in a basement office with 3 boxes of receipts, a flip phone, a tiny Macbook, and an iron will for success. Sarah’s attention to detail and profitability has facilitated Bonsai’s exponential growth over the last twelve years, helping to position Bonsai as an industry leader in sustainable outdoor aerial adventure. From treetop canopy tours to 3000 foot zip lines, Bonsai pushes the edges of the industry with their innovative designs that captivate the hundreds of thousands of participants who experience their courses each year.

Sarah is also a founder of the Outdoor Recreation Coalition of the Grand Valley, a group of local businesses and organizations committed to economic development in the outdoor recreation industry in Western Colorado. The ORC has had statewide recognition as a leader of the grassroots effort to bring economic diversity through the outdoor recreation industry. Sarah also serves on the Grand Junction Economic Partnership Board, and the State of Colorado’s Outdoor Recreation Industry Advisory Council. Sarah is also active in the community, serving as a voice to encourage k-12 education funding, economic vibrancy and sustainability. An avid outdoorswoman, Sarah is passionate about trail running, ski mountaineering, and mountain biking. In her free time, she can be found climbing 14ers, paddling the Colorado River, and skiing at Powderhorn with her husband, Thaddeus, and their three active boys.



**Ashley Shuyler Carter, Chief Strategy Officer, CareerWise Colorado (Panelist):**

Ashley Shuyler Carter is the Chief Strategy Officer of CareerWise Colorado. Ashley previously served as the organization’s Chief Operating Officer, bringing the organization’s ambitious early vision to life as its first official employee. As CareerWise continues to grow and expand, Ashley stepped into the Chief Strategy Officer role to help refine organizational strategy, manage strategic expansion initiatives, and develop and lead the organization’s new national consulting efforts aimed at supporting other states and communities around the country to develop youth apprenticeship programs.

Prior to joining the organization, Ashley worked in management consulting at the Boston Consulting Group in San Francisco, where she led projects for the firm’s social sector, technology and health care clients. Previously, she founded AfricAid, a nonprofit organization with offices in Denver and Tanzania that supports women’s education and entrepreneurship training in East Africa. She led the organization for ten years as the Founder and Executive Director and continues to serve on AfricAid’s Board today. The combination of her time working with leaders in the business world and building educational and training programs for students in East Africa has led to Ashley’s passion for investing in youth and cultivating the next generation of talent for Colorado’s businesses. Ashley earned her B.A. from Harvard University and her MBA from the Stanford Graduate School of Business. In 2010, she was named one of Denver Business Journal’s “Forty under 40” and in 2011 received the Linda Childers Free Enterprise Award. She grew up in Golden, Colorado and loves spending time in the Colorado mountains with her husband, Phil, her daughter, Kinley, and her Tanzanian dog, Kimba.

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**Jesse Silverstein – Vice President and Senior Economist, Development Research Partners (Moderator/Panelist):**

Jesse Silverstein has extensive experience in preparing real estate market studies, public finance analysis, and economic/fiscal impact analysis for a variety of public-private development and redevelopment projects. Local and state governments, redevelopment agencies, and private investors utilize Jesse’s advisory services to make critical decisions regarding real estate investment and economic development opportunities. Mr. Silverstein’s experience includes positions as founder and executive director of the nonprofit Colorado Brownfields Foundation, director at Equitable Real Estate Investment Management, and chief appraiser for the Resolution Trust Corporation (a division of FDIC) in Washington, D.C.

Jesse is past president of the Denver Association of Business Economists and has authored articles on redevelopment in various local, national, and academic publications. He served as a governor-appointed member of the Colorado Petroleum Storage Tank Committee, and currently is a board member of the Colorado School of Mines Table Mountain Research Center and the nonprofit Community Builders.

Mr. Silverstein holds a bachelor's degree in economics from the University of Delaware, a master's degree in economics from the University of Colorado Boulder, and has an MAI professional designation in commercial real estate analysis from the Appraisal Institute.



**David Spector – Director of Colorado High Performance Transportation Enterprise, Colorado Dept. of Transportation (Panelist):**

David Spector is the Director of the Colorado High Performance Transportation Enterprise (HPTE), a government-owned business and division of the Colorado Department of Transportation. HPTE uses public private partnerships (P3), tolled express lanes, and other innovative methods to finance and improve Colorado's surface transportation infrastructure. David's career has been focused on high-profile projects and politically sensitive issues of public importance and, in 2017, David was named the P3 Entrepreneur of the Year by the American Road and Transportation Builders Association.

Prior to HPTE, David served as legal counsel to Colorado Gov. John W. Hickenlooper, where he advised on a variety of substantive matters as a member of the Governor's executive leadership team. In this role, David worked regularly with the Colorado Office of Economic Development & International Trade. Previously, David was a lawyer and member of the partnership at Kaplan Kirsch & Rockwell LLP, where he practiced in the areas of land use, transportation, energy, and municipal law, with an emphasis on P3, project development and finance. He has a background in public finance and broad experience working with local communities and nonprofit organizations. David is active in his community, and currently serves on the Komen Colorado Board and the Rocky Mountain CitySummit Steering Committee.

David earned his bachelor's degree from Georgetown University and his juris doctor from the University of California, Hasting College of the Law.

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**Karen Stuart, former Mayor - City & County of Broomfield | Executive Director, Smart Commute Metro North (Panelist):**

Karen Stuart is a former, three-term Mayor of the City and County of Broomfield, where she played a key role in the creation of the consolidated city and county, the development of Interlocken Technology Park, Flatiron Mall, and the First Bank Center, a 6000 seat events center at Arista Town Center. Known for her regional collaboration, she has had leadership roles with the Denver Regional Council of Governments, the US 36 Mayors and Commissioners Coalition, the Metro Mayors Caucus and the Denver Metro Health and Wellness Commission.

Ms. Stuart is the president of Karen Stuart Consulting, and serves in that capacity as Executive Director of Smart Commute Metro North, a non-profit, transportation management organization serving the north metro region and is the administrator of the North Area Transportation Alliance (NATA) a collaborative private partnership formed to work with communities and businesses promoting transportation options and improvements, fostering economic vitality and enhancing mobility in the Metro North region. She holds a Bachelor of Science degree in Sociology and Economics from Marymount College, and a certificate from the Senior Executives in State and Local Government Program from the John F. Kennedy School of Government at Harvard University.

In 2015 Ms. Stuart received the Denver Regional Council of Governments' Distinguished Service Award and in 2017 was a finalist for the Denver Business Journal's Outstanding Women in Business for Education and Nonprofits.

Ms. Stuart was recently appointed by Governor John Hickenlooper as the District 4 Transportation Commissioner.



**Andy Walvoord, Vice President, Greenline Ventures (Panelist):**

Andy Walvoord is a Vice President of Greenline Ventures, and his responsibilities include the evaluation, structuring, closing and syndication of tax credit transactions. He began his career at Capmark in 2001, and has been a member of the NMTC Platform since 2007. Andy has been in investment banking since 1996, providing financing on over \$2 billion of real estate related projects serving low income communities, including financing of multifamily housing, 501(c)3 bonds, industrial revenue bonds, lease revenue bonds and tax backed structures such as public facilities districts and tax increment financings. Andy has a B.A. in English Literature from Yale University, and an M.B.A. from the University of Texas.

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**Brian Watson, Co-founder/owner, Proximity Space (Panelist):**

From a very young age, Brian knew he wanted to be an entrepreneur. In 2005, he graduated high school early to start his first company with his dad. Since then, he's helped start, run, and grow several other organizations. Today, Brian does business development for Hoptocopter Films, is an owner of 3 co-working spaces on the Western Slope, and partner of Proximity, a software management company for co-working spaces.

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**Lee Wheeler-Berliner, Assistant Director for Policy and Strategy, Colorado Workforce Development Council (Moderator):**

Lee Wheeler-Berliner is the assistant director for policy and strategy for the Colorado Workforce Development Council. In this role Lee forges relationships with public partners at the local and state level to ensure alignment of talent development efforts across Colorado. Lee also spearheads the implementation of the Workforce Innovation and Opportunity Act through the development of strategic guidance and implementation of change management strategies necessary to create an aligned network of resources to serve businesses and job seekers. Lee brings more than a decade of project management and leadership experience to this role, having previously worked as an independent consultant for mission-driven for-profit and non-profit entities, as well as holding senior leadership positions with Hunger Free Colorado and Colorado Court Appointed Special Advocates. Lee holds an MBA with a concentration in social entrepreneurship from the Fuqua School of Business at Duke University and is an active coffee drinker at his local Edgewater coffee shop.

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**Carolynne White – Shareholder, Brownstein Hyatt Farber Schreck (Panelist):**

Carolynne White is co-chair of the firm’s Real Estate Department. Her practice spans the Land Use, Government Relations, Real Estate and Natural Resources groups. Carolynne is an experienced land use and public policy attorney, with strong state and local government relationships, and cutting-edge expertise. Her specialty is managing complex and challenging projects and navigating multiple regulatory environments for optimal outcomes for clients. Her strong local and state relationships with elected officials and staff statewide ensure that clients always have the best information and the best opportunity to be heard. One of only twenty-three LEED-accredited attorneys in the state of Colorado, Carolynne also holds a Master’s degree in Public Policy, and in Urban and Regional Planning, from the University of Colorado at Denver.

Carolynne’s practice focuses primarily on the zoning and entitlement process, with an emphasis on complex projects involving redevelopment, infill, brownfields, urban renewal, eminent domain, mixed use, transit-oriented development, PIFs and other public financing tools, and special challenges such as historic preservation. Carolynne has obtained entitlements for projects ranging from high-rise hotels to large-tenant retail to mixed use developments involving retail, office and residential components. Carolynne has also handled permitting for pipelines, compressor stations, and other mining and oil and gas related facilities. Carolynne also serves as special and general counsel to a variety of governmental and quasi-governmental entities, such as urban renewal authorities, special districts, and redevelopment authorities.



**Robin Wolff, Deputy Director, Community Resources and Housing Development Corporation (Panelist):**

Robin is the Deputy Director at Community Resources and Housing Development Corporation (CRHDC) where she is responsible for management of the Home Ownership Center, marketing, fundraising, and grant compliance. Prior to joining CRHDC, she worked for over twelve years in nonprofits focused on housing and economic development, helping groups to leverage current funding and to get the word out about their programs and services.

Through her work at Enterprise Community Partners and CRHDC, Robin has developed campaigns and events to aid in the marketing of, and advocacy for, affordable housing and economic development programs. She has extensive experience with and knowledge of affordable housing and loan fund development financing, and is accustomed to working with public, private and non-profit sectors to make projects happen.

Robin holds a Bachelor of Science in Corporate Communication from the University of Texas and Master of Arts in Global Finance, Trade and Economic Interchange from the University of Denver’s Josef Korbel School of International Studies, where she serves on the Alumni Board.

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