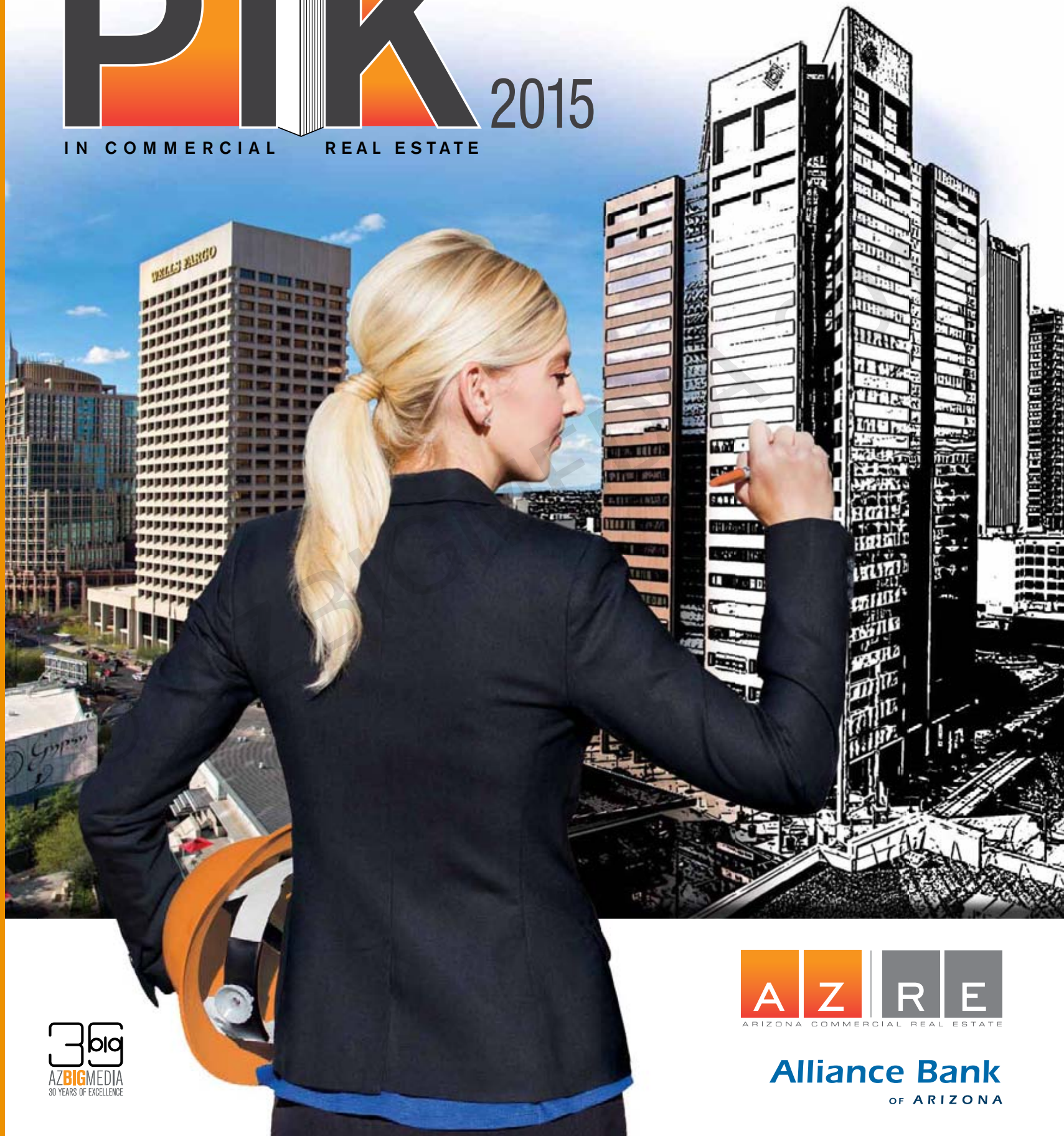


PEOPLE & PROJECTS TO KNOW



2015

IN COMMERCIAL REAL ESTATE



30^{big}
AZBIGMEDIA
30 YEARS OF EXCELLENCE



Alliance Bank
OF ARIZONA



KURT ROSENE
Senior vice president of
national development

ALTER GROUP
7500 N. Dobson Rd., #151
Scottsdale, 85256
480.302.6600
altergroup.com

Years with company: 24

Years in RE: 31

Responsibilities: Directs build-to-suit, development activities; manages Western region office

Toughest challenge: Getting into the business. I was on the planning and design side of the equation and knew that I wanted to be a part of the entire development continuum. However, my desires did not meet with market demands. I selected to get into development during an economic downturn and there just weren't any jobs available for someone with no experience. Everyone told me to obtain an MBA. I chose instead to research the developers who had the kind of operation and reputation I wanted to be a part of. The first two threw me out on the street, but somehow I convinced William Alter to take a chance on me. That was 24 years ago.



MARK SINGERMAN
Regional director

**ROCKEFELLER GROUP
DEVELOPMENT CORP.**
500 N. Juniper Dr., #150
Chandler, 85226
602.387.5328
rockgroupdevelopment.com

Years with company: 6

Years in RE: 38

Responsibilities: Responsible for identifying development opportunities and directing the development process for the company's projects throughout Arizona

Toughest challenge: Working with city staff, council, Chandler Schools and ASU to obtain a GPLET inside a redevelopment area designation for our Rockefeller Group Chandler 101 office project.

Professional accomplishment: Actually seeing one of my projects under construction in a rising market. It usually takes years from identifying the opportunity to start of construction, and getting the timing and product right for the what the market wants is very rewarding.



PAUL TIMM
COO

**WATT COMMUNITIES OF
ARIZONA**

8300 N. Hayden Rd., Ste.
A-118
Scottsdale, 85261
480.922.4590

Years with company: 2 **Years in RE:** 25

Responsibilities: Directs vertical building process for Watt Communities' entrance into the Phoenix market

Professional accomplishment: The moment that you give the keys to a new homeowner, with the knowledge that you have done everything possible to make their new house all that they expect it to be.

CRE bucket list: To grow Watt Communities of Arizona to 150 homes per year, which should put us first in our market sector.



JOHN STRITTMATTER
Chairman

**RYAN COMPANIES US,
INC.**
3900 E. Camelback Rd., #100
Phoenix, 85018
602.322.6100
ryancompanies.com

Years with company: 30

Years in RE: 33

Responsibilities: Chairman of the Southwest region

Professional accomplishment: The growth of the Ryan Southwest office from two people at inception in 1994 to 130 employees today.

Sales advice: Your reputation precedes the pitch and sets the stage for success. Then, a focus on building a lasting client relationship rather than acquisition of a single project.

CRE bucket list: Successfully complete the largest project in my 30-year career, the Marina Heights development on Tempe Town Lake.

STEVEN SCHWARZ
Managing director

VIAWEST GROUP
5110 N. 40th St., #110
Phoenix, 85018
602.957.8300
viawestgroup.com

Years with company: 10 **Years in RE:** 21

Responsibilities: Co-leads company strategy, sources acquisition and development opportunities, oversees marketing and accounting functions and assists in operations and capital markets efforts

CRE bucket list: The top of my bucket list is to develop a project which incorporates the sketches of my high school best friend, who passed away in college while studying architecture. I have been saving the idea for the right deal that I would ultimately name after him. Otherwise, my career has been everything I could have hoped for.



JIM SWANSON
President

**KITCHELL
CORPORATION**
1707 E. Highland Ave., #100
Phoenix, 85016
602.264.4411
kitchell.com

Years with company: 5

Years in RE: 5

Responsibilities: Oversees companies owned by Kitchell Corporation

Professional accomplishment: I feel blessed to be here. It was an accomplishment to come into this role, and every day since I have been challenged to make the business productive and profitable, increasing the

shareholder value for our employee owners, who are the heart of the company. Knowing that we are protecting the future of these people who have contributed so much, fuels my passion for Kitchell.

CRE bucket list: I want Kitchell to be the name people prefer to have associated with their projects.