

# Opportunity Zone Deal Making Event

January 17, 2019  
2:00-6:00pm  
History of Colorado Center,  
Denver, CO

Presented by:



## AGENDA

### 1:30-2:00: Registration

### 2:00-2:10: Welcome

- Jennifer Haynes, *Husch Blackwell*

### 2:10-2:50: Opportunity Zone Latest

- Ryan Brunton, *Husch Blackwell*
- RJ McArthur, *Plante Moran*

### 2:50-3:25: Insights on the Opportunity Zone Marketplace

- Stephanie Copeland, *Four Points Funding*
- Grant Nelson, *Integro LLC*
- Jason Tepperman, *PLC Fund Advisors, LLC*
- Joey Lubinski, *Husch Blackwell*

### 3:25-4:50: Opportunities with Opportunity Zones

- Trish Thibodo, *Department of Local Affairs*
- *Gunnison Rising, LaVita Boutique Hotel (Gunnison)*, Russ Forrest
- *Kindred Spirits, RAM Bio Fuel (San Luis Valley)*, Kevin Wilkins
- *Grand Junction*, Robin Brown
- *Spanish Peaks Industrial Park, Gasification Plant (Huerfano County)*, Lola Spradley
- *Camp V (Nucla)*, Bonnie Watson
- *Confluence Redevelopment (Glenwood Springs)*, Trent Hyatt
- *River Bend Crossing (Colorado Springs)*, Chelsea Gaylord
- *Mighty Argo (Idaho Springs)*, Mary Jane Loevlie
- *Colorado Outdoors (Montrose)*, John Renfrow

### 4:50-5:00: Closing

- Jana Persky, *Office of Economic Development and International Trade*

### 5:00-6:00: Networking and Dealmaking

- *Drinks and Snacks Presented by Husch Blackwell*

Denver, Colorado  
January 17, 2019

# SPEAKER BIOGRAPHIES

## **Jennifer Haynes**

**Husch Blackwell, Partner**

***Jennifer.haynes@huschblackwell.com***

Jennifer focuses on traditional real estate transactions and development projects with an emphasis on self-storage facilities, affordable housing, commercial property investments, master-planned communities, resort and other mixed-use projects.

She assists commercial real estate industry clients with acquisitions and dispositions, entitlements, condominium formation and development, management agreements, debt financings and entity formation and governance.

Jennifer also has significant experience with the railroad industry, representing a Class I railroad in a variety of acquisitions and dispositions, as well as the negotiation of agreements with political bodies, including crossing agreements, levee agreements, signal agreements and easements among others.

### Awards & Recognitions

- Colorado Super Lawyers, Real Estate, Rising Star, 2013-2016

### Education

- J.D., University of Illinois College of Law
- M.U.P., The Graduate College at the University of Illinois Urbana-Champaign
- B.S., Northwestern University

### Professional Associations & Memberships

- Colorado Bar Association
- Urban Land Institute (ULI)
- Self Storage Association (SSA)
- Colorado Self Storage Association

## **RJ McArthur**

**Plante Moran, Tax Partner**

***RJ.McArthur@plantemoran.com***

RJ has more than 25 years of public accounting experience and leads the Real Estate practice for the firm. He frequently writes and speaks on tax and accounting issues facing the real estate industry. RJ has extensive experience in structuring real estate transactions, including partnership mergers, REITs 1031 exchanges, tax credit and incentive structures, cost segregation, and capital gain planning techniques.

### Professional

- AICPA
- COCPA
- LEA - North American Tax Group

### Specializations

- Real estate
- Construction

### Education

- BSBA, Accounting  
Metropolitan State University of Denver

### Community

- Urban Land Institute
- NAIOP -- Commercial Real Estate Development Association

*Speakers are listed in order of appearance*

# SPEAKER BIOGRAPHIES

## **Ryan Brunton**

***Husch Blackwell, Partner***

***ryan.brunton@huschblackwell.com***

Ryan represents lenders, investors and developers in a wide variety of financing and real estate transactions.

Ryan advises clients on the structuring and compliance components of traditional and tax-advantaged financing transactions, as well as legal and business issues arising during the course of negotiations and closing. He has extensive experience in asset-based, real estate secured and mezzanine financing transactions, and advises national consumer and commercial lenders with respect to loan documentation and compliance issues.

In addition, Ryan regularly represents clients in transactions utilizing state and federal New Markets Tax Credits (NMTC) and historic rehabilitation tax credits. He also counsels clients with respect to acquisitions, acquisition financing, construction financing, economic development incentive programs and commercial leasing transactions. Ryan's finance work has included:

- Represented a federal historic rehabilitation tax credit investor with respect to an investment in a \$260 million luxury hotel development in Chicago.
- Represented a federal NMTC investor with respect to investments in the construction and expansion of two yogurt production facilities in Vermont and Arizona, with aggregate project development budgets of approximately \$90 million

## **Joey Lubinski**

***Husch Blackwell, Partner***

***joey.lubinski@huschblackwell.com***

Joey's varied transactional real estate practice runs the life cycle of commercial development, with particular focus on real estate finance matters.

Joey represents both lenders and borrowers in complex commercial mortgage finance transactions across the country. In addition, he has extensive experience in the acquisition, disposition and financing of commercial properties across asset classes and from coast-to-coast.

Joey's recent accomplishments include:

- Representing an institutional lender in a \$125,000,000 financing secured by a luxury mall in Calabasas, California
- Representing an institutional lender in a \$70,000,000 financing secured by a mixed use project in Seattle, Washington
- Representing the borrower in a \$41,000,000 construction loan for a mixed use project in Douglas County, Colorado
- Representing the buyer/borrower in the acquisition and financing of a portfolio of boutique hotels in Southern California
- Representing the seller of a base area resort development near Aspen, Colorado
- Representing the purchaser of a 400-unit luxury apartment complex near Palo Alto, California

Joey is a Fellow in the American College of Mortgage Attorneys and is the Vice-Chair of the Real Estate Section for the Colorado Bar Association. He is a former chair of the Hospitality, Timesharing and Common Interest Development Group of the Real Property Trust and Estate Section of the American Bar Association, and currently serves on several standing committees for the Section.

## **Stephanie Copeland**

***Fourpoints Funding, Partners***

***The Governance Project, CEO***

***stephanie@fourpointsfunding.com***

*Speakers are listed in order of appearance*

# SPEAKER BIOGRAPHIES

Stephanie Copeland, joined the Governance Project and became a managing partner of Fourpoints Funding on January 1, 2019 after serving on Governor John Hickenlooper's cabinet as the Executive Director for the Colorado Office of Economic Development for 2 years.

While at the Office Economic Development, Stephanie initiated and implemented several programs including Startup Colorado, the formation of the Greater Colorado Venture Fund, the Opportunity Zone program for the state and the Governor's Council for the advancement and acceleration of Blockchain technology.

Before this appointment, Stephanie spent over 26 years in the telecommunication industry both in the US and Europe. Her last role as President of the Zayo Group, a communications infrastructure services firm. Ms. Copeland served as a director for the Colorado Broadband Deployment Board, The Business Experiential Learning Commission, the Governor's Blockchain Council and the Colorado Workforce Development Council. A Blackstone Entrepreneur, she serves as an advisor to early stage companies in Colorado.

## **Grant Nelson**

***Integro, LLC***

***gnelson@integrollc.com***

Mr. Nelson has been actively involved in the commercial real estate and development industry since 1992. From 1992 to 2000 Mr. Nelson was a commercial broker for three separate brokerage companies in Denver specializing in retail leasing and tenant representation. From 2000 to 2010 Mr. Nelson worked as VP of Development for Goldberg Properties Inc. as a development manager. At Goldberg, Mr. Nelson was responsible for overseeing site acquisition, major anchor lease/contract negotiation, pro forma modeling, entitlement, finance, and construction of the developments. In 2010 Mr. Nelson started his own development company, Republic Investment Group. Over his career, Mr. Nelson has developed over 4.5 million square feet of regional and community shopping centers. Mr. Nelson has completed anchored developments with Wal-Mart, Sam's Club, Costco, Home Depot, Lowe's, Kohl's, and King Soopers. In almost every one of these deals Mr. Nelson handled every aspect of the development and has specialized in negotiating virtually every type of Public Private Partnership transaction.

In 2017 Mr. Nelson purchased a 50% interest in Integro Strategic Finance. Integro is the regional leader in C-PACE financing which to date has completed over 50% of the total C-PACE loan volume in Colorado. Mr. Nelson directs the operations of Integro which is currently working on C-PACE transactions in Colorado and five other states on six different product types.

Mr. Nelson has been involved with the International Council of Shopping Centers" ICSC, is currently on their national economic committee, is the past State Director for ICSC in Colorado and Wyoming and as well as the Government Relations Chair of ICSC in the same states. Mr. Nelson is a 1991 graduate of the University of Colorado at Boulder with a BS in Business Administration.

Mr. Nelson resides in Castle Pines Colorado with his wife and three children. When not watching of driving his children to their sporting events Mr. Nelson enjoys skiing, golf, biking, hiking, and his CU Buffaloes.

## **Jason Tepperman**

***PLC Fund Advisors, LLC, Managing Director***

***jtepperman@plclending.com***

Jason Tepperman is a Managing Director of PLC Fund Advisors, LLC, the manager of Promontory Local Credit lending facilities. He is an experienced small business investor with deep expertise in community banking.

Previously, Jason served in multiple roles with the U.S. Department of the Treasury. In 2010, he was appointed as the initial director of the \$4 billion Small Business Lending Fund, which partnered with hundreds of community banks across

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the country to increase commercial lending. Earlier, he was a senior member of the U.S. Treasury team managing the Troubled Asset Relief Program (TARP).

Before entering government, Jason was a member of the general partner of Baker Capital, a \$1.5 billion private investment firm.

Jason holds an MBA with Distinction from Harvard Business School and a BS with Honors in Computer Science and Ethics, Politics, & Economics from Yale University.

## **Trish Thibodo**

***Department of Local Affairs, Rural Response Recovery and Resiliency (4R) and Rural Economic Development Initiative (REDI) Grant Program Manager***

***Trish.thibodo@state.co.us.***

Trish Thibodo is the Rural Response Recovery and Resiliency (4R) and Rural Economic Development Initiative (REDI) Grant Program Manager with the Colorado Department of Local Affairs and is based out of the Grand Junction office. Trish works on projects to enhance rural economic resiliency and support rural economic diversification efforts. The 4R initiative is a focused collaboration of State agencies to provide targeted and immediate support for rural communities who are experiencing severe economic disruptions due to a loss of core industries, such as coal production or large industry closures. Previously Trish served as executive director of Delta County Economic Development, Inc. guiding broad-based community efforts to diversify the local economy after the closure of two of the three local underground coal mines and a significant reduction in the third. Trish has over 25 years experience working with local and statewide non-profit organizations, higher education and local communities.

## **Russ Forrest**

***City of Gunnison, City Manager***

***rforrest@gunnisonco.gov***

Russ Forrest is currently the City Manager of the City of Gunnison. He was the Asst. County Manager and Community Development Director for Gunnison County from 2013-2016. Russ worked as the Town Manager in Snowmass from 2007-2013 and was the Community Development Director in Vail, Colorado from 1992-2007. Before moving to Colorado Russ worked for the US Army Environmental Policy Institute on NEPA and other environmental policy issues.

## **Kevin Wilkins**

***San Luis Valley Resource Development Group, Executive Directors***

***kwilkins@slvdrg.org***

Kevin has been engaged in rural economic development since the 1980s as a small town newspaper publisher in Nebraska and Colorado, serving in leadership capacities on local economic development efforts.

After leaving the newspaper industry in the early 90s, Kevin began a career in economic development as the Executive Director of the Belle Fourche South Dakota Chamber of Commerce charged with enhancing industry retention and attraction activity, in addition to extensive efforts within the Black Hills visitor industry.

Kevin took the reins of a struggling public/private economic development organization in Chadron, Nebraska restoring fiscal health, cleaned up a million dollar loan portfolio and developed a small industrial park. Fremont, Nebraska recruited Kevin as CEO of the Greater Fremont Development Corporation in 2000, where he earned a CECD designation in 2001. During his tenure in Fremont, two industrial parks were developed, with a third data center park in development when he left in 2009. The Greater Fremont Development Council averaged an unprecedented number of major projects per year from 2002 to 2009. He left Nebraska for a short stint in Colorado within city government before accepting a position in with the City of Yuma, Arizona.

Kevin has been an active member of state economic development organizations in South Dakota, Nebraska Colorado and Arizona, as well at the Mid America Economic Development Council and International Economic Development

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Council. He was an officer in the Nebraska Economic Developers Association, served as chairman of the incentive development committee and assisted with EDCC Basic in Colorado. He attended several AAED conferences while in Arizona, participated in the AAED and Arizona Aviation Association legislative luncheons, and represented the City of Yuma at state and regional meetings.

Kevin has been a mentor to many rural economic developers in the Midwest and served the profession in Arizona as a board member of AAED.

## **Robin Brown**

***Grand Junction Economic Partnership, Executive Director***

***robin@gjep.org***

Robin is the Executive Director for the Grand Junction Economic Partnership, which is the Economic Development agency for Mesa County and primarily recruits businesses into Colorado's Grand Valley. Prior to that, Robin managed public relations for local businesses and launched Spoke + Blossom, a lifestyle magazine for western Colorado. Robin served 8 years in the US Army as a helicopter pilot and deployed twice to Iraq.

## **Lola Spradley**

***Huerfano County Economic Development, Co-President***

***lolaspradley@hotmail.com***

Lola Spradley is the former Speaker of the Colorado House of Representatives for 2003 and 2004. She was the co-chair for Amendment 37, the citizen approved initiative for the 10% renewable energy standard.

She is a Colorado native having been raised in eastern Colorado in the small farming community of New Raymer on a wheat farm.

She served in the Colorado Legislature representing the citizens of the front range rural House Districts 44 and 60 from 1997 thru 2004. Her issues are conservation easements, renewable energy, health care and business tax issues including severance tax. She reduced the income tax rate to its current tax rate of 4.62%. She reduced the severance tax for fossil fuels, instituted reasonable regulations on hazardous waste storage and uranium processing, a tax credit for conservation easements and worked to protect the livelihoods of farmers and ranchers.

She has been a tireless worker to improve the economic lifestyle of all citizens in Colorado by increasing the ability of the marketplace to determine outcomes with the proper oversight and direction from government to protect the welfare of the State of Colorado.

She has a lifetime achievement award from NFIB as well as awards from the Colorado Developmental Disabilities Coalition, the Colorado Association of Commerce and Industry, the Wind Industry Association among many others.

She served on the Governor's Commission on Telecommunications, Saving Colorado's Farms and Ranches. She is currently a member of the Clean Energy Development Authority and the national Preservation Action board.

She currently lives in La Veta, Colorado, and serves on the Spanish Peaks Hospital Board, Co-President of Huerfano County Economic Development, Board member of Huerfano County Historical Society, and 3rd Judicial District Judicial Review Commission, among other volunteer activities at her church and community.

## **Bonnie Watson**

***Telluride, Capital and Transaction Advisor***

***bonnie.watson.colorado@gmail.com***

Bonnie Watson serves as the Capital and Transaction Advisor for Telluride, Colorado. She works with the Telluride Foundation to help create new and coordinate existing sources of capital for startup, small, and medium size businesses located in rural southwest Colorado communities. As a Colorado native who grew up in Evergreen, Colorado, Watson

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graduated from Colorado Mesa University with her BA in Finance and later received her Master's Degree in Finance from Colorado State University. Having lived on the Western Slope for the past 10 years, her and her husband have dedicated their lives to help small businesses flourish with her strong background in traditional financing and as co-owners of Factory (a co-working space) in Grand Junction, Colorado.

## **Trent Hyatt**

***City of Glenwood Springs, Senior Planner***

***trent.hyatt@cogs.us***

After receiving a bachelor's degree in community and regional planning from Appalachian State University in 2003, Trent began his career in western North Carolina with the resort community of Hendersonville. Thereafter, he spent eight years with Clear Creek County on Colorado's front range. Since 2015, Trent has worked for City of Glenwood Springs' Economic and Community Department. His experience includes development review and consultation, economic development, working with non-profits, grant administration, stormwater and floodplain management, riparian restoration, wildfire hazard planning and mitigation, GIS, and Colorado water law.

## **Chelsea Gaylord**

***City of Colorado Springs, Economic Development Program Manager***

***cgaylord@springsgov.com***

As the Economic Development Project Manager for the City of Colorado Springs, Chelsea's role is to promote investment, job creation, entrepreneurship, and business expansion in Colorado Springs. She also serves as the City's lead for the collaborative effort and regional strategy around the 8 Opportunity Zones in the greater Colorado Springs area. Prior to joining the City's Economic Development Division in 2017, Ms. Gaylord worked with various-stage startup companies and utilized skills in community development, health promotion, and entrepreneurship to assist companies and communities in realizing their potential across the U.S. and East Africa.

## **Mary Jane Loevlie**

***Mighty Argo Mill, Co-Owner***

***maryjaneloevlie@mightyargo.com***

Mary Jane Loevlie is Co-Owner/Partner in the Mighty Argo Mill and Tunnel Project in Idaho Springs, CO as well as CEO of Shotcrete Technologies, International company involved in tunneling and mining projects throughout the world. She is an Idaho Springs native, and upon graduation from the University of Vermont, she traveled the world scheduling tours for "Up With People" where she developed her passion for historic preservation, "sense of place", and community development. As a member of the Collaborative Effort and the I-70 coalition she has helped to define and implement the Vision for I-70 West. The repurposing/redevelopment of the Argo Mill and tunnel will be transformative for Idaho Springs and the region, and provide a shining example of adaptive re-use of this significant superfund site.

## **John Renfrow**

***Renfrow Realty, Owner***

***john@renfrowrealty.com***

Mr. Renfrow has been a successful real estate broker since 2004. He started and owns Renfrow Realty, focusing on properties in the Montrose and Delta areas. He primarily focuses on commercial properties and commercial leasing, but he also has extensive experience in handling bank owned properties, including notes and receiverships. John received the Outstanding Salesman award in 2012 and 2013 and Outstanding Sales Team of the Year in 2016 from the local real estate association. He has also received the RMCB's Broker of the Year award in 2012 and the Most Transactions in 2014, 2015 and 2016. John has been the top commercial broker in volume and production in his market area for the past 12 years.

John was raised in Montrose and graduated from high school there. He attended the University of Colorado at Boulder and earned a Mechanical Engineering Degree. John also became a certified machinist through Boulder Valley Vo-Tech. He accepted a position with Harris Corporation in Melbourne, Florida to design communication equipment for the

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government. After five years with this company, he accepted a position with JDS Uniphase to design and manufacture equipment for the fiber optics industry. John's next move took him to New Jersey where he held the position of Engineering Manager for Dialight Corporation. John was responsible for managing and designing the rail, air, and traffic LED lighting solutions; this included site acquisition for national and international manufacturing. In 2003, John felt the call to return home to Montrose to work in real estate with his father (Jim) who has been a broker for 30+ years. John loves to network and handle the hardest of problems. In addition to the commercial real estate that he specializes in, he enjoys helping non-profits and area churches. His engineering and corporate background has given John an expertise and insight that are found in few real estate brokers. Mr. Renfrow is affiliated with the National Association of Realtors, Colorado Association of Realtors, Montrose Association of Realtors, and Rocky Mountain Commercial Brokers (RMCB). John has been married to Sarah for 23 years. He has four amazing children, Eliana (19), Abigail (17), Isaac (15), and Olivia (11).

## **Jana Persky**

***Colorado Office of Economic Development and International Trade, Opportunity Zone Program Manager***  
***[jana.persky@state.co.us](mailto:jana.persky@state.co.us)***

Jana Persky is a Strategic Initiatives Manager at the Colorado Office of Economic Development and International Trade (OEDIT), where she is managing the Opportunity Zone program as well as working on blockchain regulation. She has a degree in Public Policy from Stanford University and has previously worked in management consulting.

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