

Az Business LEADERS

2013-2014



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Broker-Medical

Tracy Altemus

*Executive vice president, healthcare brokerage services
Ensemble Real Estate Solutions
ensemblere.com*

Altemus has been involved in the leasing, sales and development of healthcare facilities with Ensemble Real Estate Solutions since 1987. She received her Masters of International Management from Thunderbird, the American Graduate School of International Management and her Bachelor's degree from UA.

Biggest Challenge: "Lack of experience. I didn't get into the Big Eight accounting firm where I wanted to work, so I started my career in a smaller consulting company to gain experience. This decision led me down an entirely different career path than I originally envisioned."

Greatest accomplishment: "Every time I receive repeat business, I'm extremely proud that my client has had a good experience and has come back for more."

Surprising fact: "I'm a bit adventurous. I've ran with the bulls. Skyjumping from the Stratosphere in Las Vegas is next on my list."



Colleen McPherson

*Vice president, healthcare services group
Colliers International
colliers.com/greaterphoenix*

McPherson has built a reputation for problem-solving and efficiency in completing successful transactions, while forging strong relationships with physicians, hospital systems, building owners and industry professionals. McPherson serves on the NATOP National Medical and Life Sciences Forum.

Biggest Challenge: "The biggest obstacle that I have faced in business was being a woman operating in a male-dominated industry; or, as I like to say, in 'the shark tank.' I have overcome this obstacle by being confident, honorable, knowledgeable and creative."

Best advice received: "No one cares what you know, until they know you care."

Surprising fact: "I always wanted to be a farmer and am realizing that dream by repositioning the family farm from dairy to production crops, including an organic vegetable field."



Vicki Robinson

*Vice president, tenant representation
Jones Lang LaSalle
jll.com/phoenix*

Exclusively representing tenants since 2002, Robinson has earned a reputation for listening to her clients, then responding with tailored solutions for the companies she serves — groups ranging from Banner Health to the State of Arizona. She has been recognized as a Top Achiever, served as President and Board Member of AZCREW and volunteers her time for fundraising activities with various organizations.

Biggest Challenge: "I relocated to Phoenix from Atlanta in 2000. Starting my professional career here in commercial real estate — without having the benefit of prior business relationships — meant I had to rely on strong work ethic, perseverance and a ton of cold-calling."

Best advice to offer: "Every deal is important, no matter the size, because each one gives you the opportunity to listen, solve problems and achieve results for your client."



Megan Sherwood

*Executive vice president, brokerage services
The Plaza Companies
theplazaco.com*

Sherwood oversees a significant third-party medical office portfolio and provides her depth of market knowledge and relationships. Sherwood represents institutional owners, REITs, private owners, national tenants and other significant real estate groups.

Biggest Challenge: "Every day, there is an obstacle to success in business. You just have to anticipate it and be prepared to find ways around it. There is a challenge to be had in every deal I come across, but that also that is what makes my work so rewarding."

Best advice received: "It seems obvious, but know your line of business and be sure you do your homework. Do not burn bridges, because relationships are critical to your success. Be responsive, fair and forthright, and you have a great chance at success."

Surprising fact: "I'm an avid golfer, and currently have a 5 handicap."

Impact Players



Kelley Ahrens

*Vice president
CBRE
cbre.com*

With her more than 15 years commercial real estate experience, Ahrens is actively involved in all aspects of a transaction. She provides multi-market oversight and leads leasing/management teams.

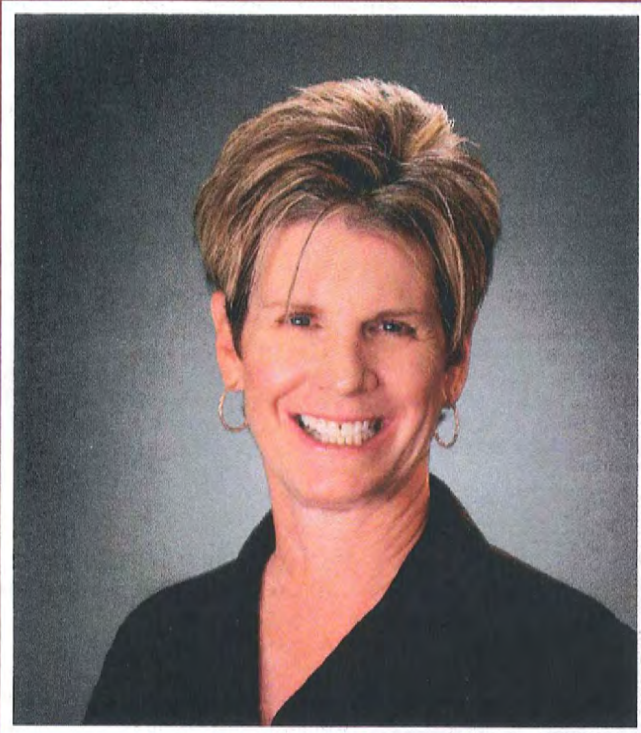


Julie A. Johnson

*Executive vice president
GPE Commercial Advisors
gpei.com*

Johnson has worked for about 25 years assisting clients with every healthcare brokerage need they might have from leasing — representing landlords and tenants, sales — representing both buyers and sellers.

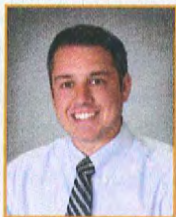
:: Congratulations to Megan Sherwood on her recognition as one of Arizona's Most Admired Leaders



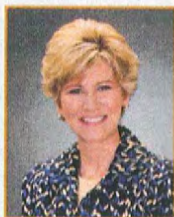
For more than 27 years, Megan Sherwood, Executive Vice President of Brokerage Services for Plaza Companies, has been the epitome of professionalism and service in the medical office leasing field.

The Plaza Companies team congratulates her on this recognition — it is truly well deserved!

Give Megan or the rest of the Plaza Brokerage Services Team a call today to find out how they can help your medical office needs.



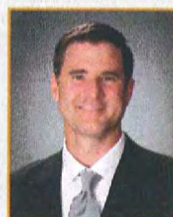
PERRY GABUZZI
Vice President
Brokerage Services



MARGARET LLOYD
Vice President
Brokerage Services



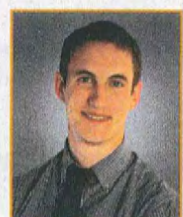
MICHAEL MORTON
Vice President
Brokerage Services



AARON KUHL
Senior Vice President
Brokerage Services



HOWARD SCHWIEBERT
Vice President
Brokerage Services &
Business Development
- Tucson -



DANIEL SCHWIEBERT
Associate
Brokerage Services &
Business Development
- Tucson -

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Developers-Commercial

Michael Ebert

Managing partner
RED Development
reddevelopment.com

As a founding partner, Ebert has shaped RED's successful development area in projects across the country since 1995 and leads all aspects of the company's business. His keen insights and knowledge about the qualities that come together in a compelling property are an essential part of RED's continued evolution as a preferred partner for national retailers, real estate investors and property owners when it comes to maximizing asset value and performance.

Biggest challenge: "RED stepped up to a company-defining challenge in the middle of the downturn with the development CityScape Phoenix. RED was able to deliver a 1.1 million square foot mixed-use office, hotel, retail and soon residential property that is contemporary, inviting and delivers on its promise of new energy for Phoenix's downtown."



Sharon Harper

President and CEO
Plaza Companies
theplazaco.com

Harper leads Plaza Companies, a dynamic and multi-faceted real estate services firm. She is trustee for The McCain Institute for International Leadership with ASU and The Virginia G. Piper Charitable Trust.

Best advice received: "Never be afraid to speak up about issues that matter a great deal. It is easy to make money but much harder to make a difference. If you are going to do something, do it right. I thank my parents for this advice."

Best advice to offer: "Always keep promises, be loyal to your family, friends, business colleagues. Stay focused and never give up. Do the right thing and be a good listener."

Greatest accomplishment: "Being surrounded by the most talented, motivated and dedicated professionals in a company that I have had the honor of being CEO is the height of achievement."



Charley Freericks

President
DMB Associates, Inc.
dmbinc.com

Freericks is responsible for strategic management and leadership of DMB's Arizona activities. He has more than 14 years of experience with DMB, including executive leadership roles and overseeing master planned community and commercial development operations. Freericks is an active contributor to Arizona organizations that enhance our community and business environment.

Biggest challenge: "During my last year in college, I realized that I wanted to work in project management for a development company, but I had the wrong degree for it. I chose brokerage as a way to learn the industry and work my way into development."

Best advice received: "Early on, I was told to be first in the office in the morning and last to leave at night and to know how to fix paper jams in the copier so I wasn't held up on a deadline."



William E. Molloy

Managing director and CEO
Ensemble Real Estate Solutions
ensemblere.com

Molloy began his career in healthcare real estate more than 30 years ago when he founded the DevMan Company. In 2008, DevMan merged with Ensemble, forming the largest, full-service healthcare brokerage company in Arizona. Molloy has developed numerous medical office building projects during his 32 years.

Best advice to offer: "The healthcare real estate market is experiencing a lot of changes such as the consolidation of physician practices and the formation of larger provider groups, which include hospitals and other healthcare providers. It is important for local real estate firms to understand and adapt to these changes."

Greatest accomplishment: "My involvement in the redevelopment of a medical office in Paradise Valley that subsequently sold for the highest price per square foot of any medical or commercial building in Arizona."



Impact Players



John Divall
Senior vice president and city manager
Liberty Property Trust
libertyproperty.com

DiVall is senior vice president and city manager for Liberty's Arizona region. Most recently, DiVall served as the vice president and city manager responsible for Liberty's Wisconsin region.



David Krumwiede
Executive vice president
Lincoln Property Company
lpcphx.com

Krumwiede serves as a regional partner overseeing all phases of RE development, acquisition/disposition and receivership/property management for Arizona, Nevada, Utah and New Mexico.