

# DEVELOPER & INVESTOR PROFILES

## Meet Colorado's Leading Players



### Ned Carner

Vice President  
Unico Properties LLC

**Company location:** Seattle, (HQ); Portland, Ore.; Denver (Regional Offices)

**Company description:** Unico Properties LLC is a real estate investor and full-service operator, focused on office and multifamily assets in the Western United States. For nearly 60 years its investors and partners have relied on Unico for its local knowledge, institutional rigor, and boutique service, which consistently deliver results. Founded in 1953, Unico has had long and successful partnerships with leading institutional investors as either co-investment partners or property managers at premier properties throughout its portfolio.

**How many years with company:** Eight

**Birthplace:** Denver

**Education:** University of Colorado, B.A. in Business; University of Washington, M.B.A.

**First job outside of real estate:** I sold T-shirts to tourists on the Pearl Street Mall. Careers have a way of coming full circle in that my job at Unico brought me back to the Pearl Street Mall when Unico purchased 15 buildings on the mall.

**First job in real estate or related field:** My first job in real estate was in Denver with LaSalle Investment Management in 2005.

**What projects are you currently working on, and what are you planning for the future?** Unico continues to look for investment opportunities in Denver and Boulder. We acquired one of Denver's premier, historic portfolios with our recent purchase of the Zang Building and A.H. Root Building in the Platte River Valley. We have been fortunate to find compelling investment opportunities in both Denver and Boulder. We believe that Denver has some room left for growth this cycle and that the city will perform well across cycles. Unico is also looking to expand its geography into additional Western markets.

**Hobbies or interests:** I enjoy spending time with the family. My 4-year-old daughter has endless energy and my 1-year-old daughter keeps my wife and me on our toes. I enjoy running, biking, climbing, stand-up paddle boarding, water skiing, sailing and putting the kids in backpacks and going for hikes.

**Favorite book or author:** "Unbroken," "Lords of Finance," "Lean In" (if you have daughters, it is a must read), "The Snowball" and most books by Michael Lewis, Malcom Gladwell and John Steinbeck.

**Person you most admire or person who most inspired your career:** My mom was a wonderful role model. She worked multiple jobs at a time while raising my brother, sister and me and she taught us to enjoy life, take risks, challenge ourselves and be contributors.

**Rules to live by in business:** Be honest, sincere and authentic.

**Charitable civic activities/favorite charities:** I was involved with Denver Active 20/30 while I lived in Denver and currently teach an Excel Modeling course at the University of Washington for the Real Estate Certificate program.



### Mark J. Witkiewicz

Managing Director and  
Chief Operating Officer  
Corporex Colorado, LLC

**Company location:** Denver

**Company description:** Corporex Colorado is a commercial development company in the Denver metro market. We utilize a design-build approach to construction management services for hotel, office and residential assets.

**How many years with company:** Six

**Birthplace:** Illinois

**Education:** Kettering University, M.B.A.; Michigan Technology University, B.S.

**First job in real estate or related field:** F.H. Paschen/S.N. Nielsen Construction in Chicago

**What projects are you currently working on, and what are you planning for the future?** A high-end boutique hotel in downtown Denver, the ART, a hotel, opening in early 2015. Working with the city of Aurora on a Hyatt Hotel Conference Center and garage by expanding Fitzsimons Village located across from the Anschutz Medical Campus. Marketing two shovel-ready office buildings in Denver.

**Hobbies or interests:** Anything outdoors, including hiking, skiing and camping with his wife and family.

**Person you most admire or person who most inspired your career:** Vince Lombardi

**Rules to live by in business:** Never give up; if it was easy, everyone would do it!

**Charitable civic activities/favorite charities:** Leukemia & Lymphoma Society and anything that supports the advancement of our under privileged children.



### Scott McFadden

Principal  
Prospect

**Company location:** Denver

**Company description:** Prospect is a developer and owner of multifamily communities.

**How many years with company:** 5

**Birthplace:** Hartford, Conn.

**Education:** Denison University, B.A., 1987; University of North Carolina Kenan Flagler Business School, M.B.A., 1993

**First job outside of real estate:** None.

**First job in real estate or related field:** Land broker with Barnes, Morris and Pardoe in Washington, D.C.

**What projects are you currently working on, and what are you planning for the future?** Prospect has two multifamily rental communities under construction: 1000 South Broadway, 260 units in the Gates Redevelopment in city and county of Denver; and the Village at Oak Street, 244 units near the Oak Street Light Rail Station in the city of Lakewood. Going forward, I believe there is substantial pent-up demand for infill, owner-occupied housing.

**Hobbies or interests:** Watching and coaching my children in sports and the usual Colorado pursuits (fly-fishing, biking, skiing)

**Favorite book or author:** Steve Jobs biography by Walter Isaacson.

**Person you most admire or person who most inspired your career:** My father

**Rules to live by in business:** Persistence is a virtue. You are only as good as your next project. The "Golden Rule" ("do unto others...", not "he who has...")



### Bob Nicolls

Owner  
Monarch Investment &  
Management Company

**Company location:** Franktown

**Company description:** Owner and manager of 16,000 apartment units in 14 states, plus the Monarch Ski Area

**How many years with company:** 22

**Birthplace:** Hinsdale, Ill.

**Education:** Accounting degree from the University of Iowa

**First job outside of real estate:** Painted houses during summers in college

**First job in real estate or related field:** Workout guy on failed apartment loans

**What projects are you currently working on, and what are you planning for the future?** We've been purchasing 2,000 to 4,000 apartment units a year since 2010. Our focus is the Midwest markets, on mostly C- and B-grade projects averaging 300 units. Certainly we like rehabs and management upsides, but not re-positions. We have 3,000 units presently in contract to close in the next few months and are looking to acquire additional units that meet our criteria.

**Hobbies or interests:** Skiing, hiking, mountain/dirt biking, reading

**Favorite book or author:** Hunter Thompson, Shelby Foote, Dinesh D'Souza

**Person you most admire or person who most inspired your career:** My father; and Chuck Romeo, former boss

**Rules to live by in business:** Rule No. 1 – Always do right by the Investors. Rule No. 2 – When in doubt, refer to Rule No. 1.

**Charitable civic activities/favorite charities:** Family Homestead and the University of Iowa. My wife organizes monthly donations to good causes mostly related to housing.