

The following is a list of **Coldwell Banker Commercial Prime Properties Inc.** professionals who are available to assist in your real estate, development and financing needs.

Kenneth M Raymond Jr.

518-785-9000 ext: 109

kraymond@cbcprime.net

Mr. Raymond has been involved in the real estate and hotel business since 1968 and is a graduate of Paul Smiths College. Since starting his real estate career Mr. Raymond has owned over 800 apartment units, a Holiday Inn, Quality Inn, Days Inn, Hyatt Inn, and Wingate Hotel. He is also the owner of Coldwell Banker Prime Properties, Inc and Coldwell Banker Commercial Prime Properties, which is the largest real estate firm in the Albany market with over 40% market share. Mr. Raymond also owns Home Funding Finders. This mortgage banking company is in the top 5 residential mortgage companies in the Albany region completing over 3,500 mortgages per year. In addition to Home Funding Finders Mr. Raymond also owns Paragon Prime Funding a commercial financing brokerage company, Keystone Home Builders, a residential building company and CB Development, a real estate land development company.

Dean DeVito

518-785-9000 ext: 115

ddevito@cbcprime.net

Mr. DeVito has been in the real estate business since 1985. He has a B.S. Degree in Environmental Science and a minor in Marketing from Syracuse University. He has received numerous awards for top 10 agents in the eastern region for listings sold; buyer controlled sales and gross commission income and is a certified exchange advisor. Mr. DeVito is an owner of Coldwell Banker Commercial Prime Properties, Paragon Prime Funding, Prime Management and Prime Development. He also owns numerous development companies that own Class "A" Apartment Complexes, Office Buildings, Retail, Car Wash as well as parcels of vacant land currently being developed for residential subdivisions, apartment complexes, office, flex space and retail. His involvement in most projects has included land selection, due diligence, governmental approvals, oversight of architectural and engineering design, grant/ financing and PILOT coordination, management of construction delivery method and oversight through certificate of occupancy as well as oversight of management of the stabilized project. His vast experience enables him to demonstrate a clear understanding of all facets of the often complicated real estate development process.

Todd C. Curley

518-785-9000 ext: 126

tcurley@cbcprime.net

Mr. Curley holds a B.S. Degree in Marketing and Management from Siena College. He has been responsible for a full range of real estate duties in developing over 1 million square feet of retail and office space. His experience includes site selections and acquisitions, lease negotiations, governmental approvals, permitting, construction management, and coordination of all supervisory personnel. Mr. Curley has also been recognized in the top 5% of all CBC agents in the country. He has also been responsible for a full range of property management and leasing that includes over 150 tenants and 2 million square feet of retail and office space. Mr. Curley is a Partner, and Manager of Coldwell Banker Commercial, and is also a Partner in a real estate development company that develops both commercial and residential projects.

Jon A. “Jack” Kelley

518-785-9000 ext: 131

jkelly@cbcprime.net

Mr. Kelley has been involved in government and economic development for 35 years, serving the past 13 years as senior vice president of the Saratoga Economic Development Corporation (SEDC) before becoming the Director of Economic Development for Prime Companies. In this capacity at SEDC, he was the project manager for the award winning Luther Forest Technology Campus (LFTC) – a 1,350-acre site developed specifically for the nanotechnology manufacturing industry. He led the international marketing and site selection effort that resulted in Advanced Micro Devices selecting LFTC as the location of their next \$3.2 billion manufacturing facility – New York States largest economic development project.

While at SEDC, Mr. Kelley developed a nationally recognized marketing strategy that resulted in the creation of over 6,000 new jobs in Upstate New York since 1995. He was responsible for putting the team together that resulted in the decision by ACE Hardware and the Target Corporation to build large, regional distribution centers in Saratoga County. He oversaw Saratoga County’s initial application for Empire Zone designation.

Mr. Kelley spent 12 years with the Niagara Mohawk Corporation in the utility’s Public relations department. He is a former New York State Capitol reporter and he was a news announcer for WPTR Radio in Albany.

He holds a B.A. in Political Science and a M.S. in Public Administration from Russell Sage College.

Bob Jones

518-785-9000 ext: 123

rjones@cbcprime.net

Mr. Jones holds a BBA in accounting from Siena College and a CPA certificate from New York State. Mr. Jones has over 20 years in financial management and analysis including budgeting, internal controls and reporting. Most recently he was vice – president of finance for a division of Time Warner Cable. Mr. Jones joined Coldwell Banker Commercial Prime Properties as chief financial officer in January 2004.

Kevin J. Kelley

518-785-9000 ext.129

kkelly@cbcprime.net

Mr. Kelley joined Coldwell Banker Commercial in 2005. Prior to that Mr. Kelley practiced law in the Capital District for 25 years. His practice concentrated on: real estate development and finance, assisting developers in the structuring financing and leasing of office buildings, retail projects and industrial space; municipal finance, acting as bond counsel, underwriter’s counsel, bank counsel and developer’s counsel in connection with financings for municipalities, developers and not for profit organizations; commercial lending, acted as counsel to several national and area banks in connection with financings for a wide variety of real estate and commercial projects. Mr. Kelley’s experience enables him to assist clients with all of their commercial real estate needs. Mr. Kelley received a B.A degree in Economics from St. Lawrence University and his J.D degree from Albany Law School.



**COLDWELL
BANKER
COMMERCIAL**

PRIME PROPERTIES, INC.

Bruce McVey

518-785-9000 ext: 128

bmcvey@cbcprime.net

Mr. McVey has over 25 years of experience in Retail Real Estate. After earning a BS in Marketing from Fairleigh Dickinson University he joined the Grand Union Co. As Director of Real Estate in the Northeast. This tenure saw the development of more than 120 new Supermarket units with Grand Unions involvement ranging from that of tenant, to that of developer. In addition to having interfaced at one time or another with most of the major developers in the Northeast, his background also includes extensive work in Retail Site Surveys from Trade Area designations, complete demographic packages to volume projections, as well as governmental approval experience.

Paul Ehmann

518-785-9000 ext: 104

pehmann@cbcprime.net

Paul Ehmann has been full time in the real estate business since 1985. Mr. Ehmann has experience in the construction business, specializing in the renovation and restoration of historic properties. He has experience in site acquisition and development and property management as well as commercial sales and leasing, most recently closing on the \$3.4 million dollar sale of a local retail center. Mr. Ehmann is a Certified 1031 Exchange Advisor, has extensive experience in residential new construction development, new and existing home sales and relocation. He has been trained in mediation by the American Arbitration Society. He is the recipient of multiple sales awards including the Coldwell Banker International Presidents Circle Award, International Diamond Society Award and International Sterling Society Award. Paul Ehmann provides comprehensive service to sellers and owners as well as powerful buyer/tenant representation.

Robert A. Howe

518-785-9000 ext: 105

rhowe@cbcprime.net

Mr. Howe has a BS in Business Administration Management from Plymouth State College. He has 17 years experience as a successful Owner/Partner in the Public Telecommunications Industry. He has a strong entrepreneurial background and his management experience includes servicing and negotiating contracts with hundreds of business owners, large and small, during his telecom career. Mr. Howe holds a Real Estate Sales License in NY and MA and specializes in all aspects of Commercial Real Estate.

Paul Hoffman

518-785-9000

mphoffma4@nycap.rr.com

Mr. Hoffman has been in the Real Estate Industry since 1989. His experience includes that of a real estate specialist for the State of New York. In that capacity, Mr. Hoffman was responsible for site selection and lease negotiations of office and warehouse space for State Agency's within the Executive Branch of New York State. His accomplishments include the gut rehabilitation of numerous properties in the Capital area, Westchester County and the Bronx. Other areas of expertise include space allocation and planning and construction management. He received a Bachelors of Professional Studies degree in Business and Public Administration from the State University of New York at Utica Rome. He recently acquired his real estate broker's license and will bring this office his knowledge and experience in the commercial leasing field.



**COLDWELL
BANKER
COMMERCIAL**

PRIME PROPERTIES, INC.

Alice Yip

518-785-9000 ext: 132

ayip@cbcprime.net

Ms. Yip is a real estate developer headquartered in New York. She has developed numerous commercial and residential real estate projects around the world. Alice attended the University at Albany, where she majored in business marketing and communications.

Brian Bujnowski

518-785-9000 ext: 120

bbujnowski@cbcprime.net

Brian specializes in retail real estate, and completes transactions as both a developer, and a tenant representative. He has experience working closely with numerous national tenants for development, property analysis, market research, site selection, multi-property assemblages, property valuation, and lease negotiations; recently completing over 1 million square feet of space.

He is a partner in several retail developments and has a degree in business administration from SUNY Albany.

Jared Horton

518-785-9000 ext: 113

jhorton@cbcprime.net

Mr. Horton attended Siena College, where he studied Finance and Accounting. He has been in real estate sales since 2001. His primary background is in investment properties, with additional experience in residential construction. He has owned and managed numerous properties throughout the Capital District, through his investment company that was formed in 2002.

Dennis L. Deeb

518-785-9000 ext: 125

ddeeb@cbcprime.net

Mr. Deeb had been associated with the commercial building and construction industry for over 30 years. Prior to pursuing a career in commercial real estate and development, Mr. Deeb owned his own company that was acquired by a Public Utility in January of 2002. This event enabled him the opportunity to change careers and stay involved with the industry that he enjoys immensely. He has been a Licensed Agent since 2005. His education credentials include a degree in Mechanical Engineering from Union College and a Masters of Business Administration from Rensselaer's Lally School of Management and Technology.



**COLDWELL
BANKER
COMMERCIAL**

PRIME PROPERTIES, INC.

Brian Marchand

518-785-9000

bmarchand@cbpp.com

Mr. Marchand is a life-long native of the Capital District and attended Siena College where he studied Accounting and Finance. In 1994 Brian became a licensed real estate agent and was awarded recognition as a top ten sales performer during the years 2002– 2005 (out of 4,000 plus Realtors) by the Greater Capital Association of Realtors, Upstate New York. Brian achieved \$116,634,589 total volume sold and closed with 387 real estate transactions for years 2000–2007.

Matthew Rousseau

518-785-9000 ext: 114

mlrousseau@cbpp.com

Mr. Rousseau is a life-long native of the Capital District. Matt brings over 30 years in the real estate, construction and land development field. Before joining Coldwell Banker Commercial Matt held was Vice President of Rosewood Home Builders. Matt also founded a start-up window manufacturing company with \$25,000 out of pocket. He built up sales to over \$2 million in the third year of operation. He serves as a Trustee on New York State Builders Association and National Association of Home Builders.

Vicki Alonzo Castillo

518-785-9000 ext: 103

vcastillo@cbcprime.com

Ms. Castillo has been working in the Real Estate Industry since 1990. Licensed initially in Florida, Vicki worked together with her father to develop and sell commercial properties. She moved to New York in 1996, launching her residential real estate career and joined Coldwell Banker Prime Properties in 2005. Her experience includes working with small investors, large investment firms, million dollar commercial land and development projects, relocating residential clients, corporate relocations, vacant land and vacation properties. Vicki's previous occupations include professional thoroughbred jockey, Licensed trainer, Thoroughbred Breeder and Owner.

Brian J. Macken

518-785-9000 ext: 111

bmacken@nycap.rr.com

Brian Macken has been a businessman in the Capital Region for over twenty five years. He has owned and operated multiple businesses and has a strong background in retail sales and management. His company has developed, owned and managed both commercial office / retail space as well as multiunit residential housing. He attended Cobleskill College and graduated with a degree in Restaurant Management in 1982. Brian currently concentrates on office, retail, and warehouse sales and leasing and works anywhere in New York State. He is an Associate Broker with Coldwell Banker Commercial Prime Properties.



**COLDWELL
BANKER
COMMERCIAL**

PRIME PROPERTIES, INC.

Bruce Matt

518-785-9000 ext: 121

bmatt@cbcprime.net

Bruce comes to Coldwell Banker Commercial Prime Properties with much business experience with his own privately held companies. Bruce holds a BS degree in Packaging Engineering from Rochester Institute of Technology and attended Northeastern College in Boston in pursuit of a Masters Degree in Engineering Management. Much of Bruce's experience is in manufacturing and has acquired his Real Estate experience through his own income property portfolio, buildings he has built, leased and purchased for investments and to house his businesses. Bruce's business experience has allowed him to travel and meet with business owners and manufacturing companies within the US and other parts of the world. This extensive experience and contact list helps him assist all of his clients with any aspect of their Real Estate Needs.

David B. Dickey

813-765-9249

Mr. Dickey has been involved with various types of real estate transactions since 1988, which include numerous commercial/medical office and diagnostic imaging facility "fit up", financing and relocation in New York and Florida. He holds a BBA of Accounting from Siena College and MBA from Rensselaer Polytechnic Institute Lally School of Management. Over the past 20-years Mr. Dickey has held various Operations Management and Business Development positions within the banking/financial, health care and information technology sectors with regional, national and international organizations such as IBM Corp and AT&T Corp. Mr. Dickey is currently a Partner in development projects in Florida and is the Director of Regional Business Development for Prime Companies within Florida's west central region.

Richard A. Wander

518-785-9000

rthewands@aol.net

Mr. Wander holds a B.A. degree in History with a minor in Political Science from the State University of New York at Albany. He immediately entered the commercial real estate industry and obtained his N.Y.S. Broker license in 1988. Mr. Wander has closed countless sale and lease transactions dating to 1985. He specializes in industrial/warehouse sales and leasing, and investment property of any magnitude. Mr. Wander has been affiliated with Coldwell Banker since 1990. He is also an owner of various investment properties ranging from apartments to industrial real estate.