



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.
Coldwell Banker Commercial Prime Properties Inc.

Kenneth M Raymond Jr.
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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
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Mr. DeVito has more than 28 years of real estate, construction, land development, property management and finance experience specializing in ground up development projects. Mr. DeVito is a current owner of Coldwell Banker Commercial Prime Properties which has won numerous awards as the top CB commercial brokerage firm in NYS, Prime Regional Center which specializes in raising equity for businesses and real estate projects, Prime Management which manages luxury apartment complexes, office buildings and retail. Mr. DeVito also owns franchise rights for Marriott ExecuStay for the Albany NY metropolitan statistical area, and Prime Development which develops and owns luxury apartment complexes, office buildings, flex space and residential subdivisions. 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 the 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.

Prior to co-founding the above business Mr. DeVito also owned DD&P building and development which built custom homes in the Albany region from 1994-2009. Additionally, Mr. DeVito also co-founded and owned Paragon Prime Funding which is a full service commercial mortgage and consulting firm which structures and originates permanent, bridge, construction and mezzanine financing on behalf of commercial real estate developers and business owner-occupants.

Mr. DeVito earned a B.S. Degree in Environmental Science and a minor in Marketing from Syracuse University.

Todd C. Curley
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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
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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.



Peter Sciocchetti
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Mr. Sciocchetti has worked in the Real Estate industry since 1983. He is extensively experienced in all aspects of commercial real estate including, Property Management, Real Estate Development, Sales & Leasing, Construction Project Management and Governmental Approvals. He holds an AAS Degree in Business Management from Hudson Valley Community College and a Bachelor of Science Degree from The College of Saint Rose. During his career Mr. Sciocchetti has been involved in the acquisition, development, re-development, leasing and management of well over \$100 million of industrial, commercial, and residential properties. Most recently he negotiated and completed the \$30,000,000 sale of an industrial portfolio comprising over 1,000,000 square feet. The property was sold to a REIT. Mr. Sciocchetti brings many years of successful experience to his clients and is a licensed sales agent and is the Director of Commercial and Industrial Services for Coldwell Banker Commercial Prime Properties

Bob Jones
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Mr. Jones holds a BBA in accounting from Siena College and a CPA certificate from New York State. Mr. Jones has over 30 years in financial management and analysis including budgeting, internal controls and reporting. Mr. Jones joined Coldwell Banker Commercial Prime Properties as chief financial officer in January 2004. During this time he has been a key component of our management team responsible for the monthly and annual financial reporting requirements of our portfolio of assets which includes three apartment complexes encompassing nearly 600 units, nine commercial office buildings, numerous residential and commercial land development projects. Along with this financial oversight Mr. Jones works closely with the financing team and financial institutions in obtaining financing for the projects.

Paul Ehmann
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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. Mr. Ehmann has been entrusted to market a portfolio of over 50 not-for-profit buildings, including churches, schools, rectories, convents, gymnasiums and recreational facilities.



Robert A. Howe
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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.

John M. Bevilacqua
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Mr. Bevilacqua recently joined Coldwell Banker Commercial from an extensive investment sales background focused in New York City. While specializing in apartment and mixed use investment properties, John is also able to focus on all aspects of commercial real estate. John primarily concentrates his efforts with his team in the Capital District; however he has listed and closed several investments properties across the United States. John was also selected by Coldwell Banker Commercial's elite National Multi-Family Group as sales director for the Upstate New York Region.

John has a proven track record in Commercial sales and has won numerous sales awards on a national level. With almost a decade worth of commercial real estate experience, John adds value to every transaction he is involved with and has the communication skills to make every client feel like they are his only client.

Dennis L. Deeb
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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.

Brian J. Macken
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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.



Raj Patel

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Raj Patel has strong background in the retail industry, which includes sales and management for over 10 years. He has developed, owned and managed multiple retail businesses including national chain gas-stations, Subway, Carvel Ice-Cream, Tobacco Outlet, Laundromats and others. Mr. Patel specializes in the Retail and Hospitality industries, including sales, leasing, site selections and tenant / buyer representation and works throughout New York State. He attended Bombay University of Engineering and graduated with degrees in Electrical and Computer Engineering. He also speaks multiple languages English, Hindi, Gujarati, Marathi and Punjabi.

Kevin J. Kelley

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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

Paul Hoffman

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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.

Bruce Matt

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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 a 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.

Alice Yip

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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.

Seamus Werther

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Seamus is a lifelong resident of the Capital Region. He attended The Albany Academy and Siena College, where he majored in Political Science. He is new to the Real Estate market, but is focusing on multi family investment properties and is also interested in getting into the Hotel and Hospitality sector. In his free time, Seamus enjoys watching and playing sports, and is an avid Tennis player, golfer, and skier. He also enjoys spending time with family and friends. He currently resides in Loudonville, New York.



Jonathan Sussman

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Mr. Sussman grew up in the Capital District commercial real estate industry, and has a vast knowledge of the market. He has been active in the industry since graduating in 2008. Jonathan has done several restaurant deals in our area, and specializes in retail. He holds a BA in Legal Studies from the University of Massachusetts at Amherst. While at school he was a member of their NCAA Division I Alpine ski team. Jonathan is currently attending the College of St. Rose where he expects to graduate with a Masters in Business Administration in 2012.