



**MARK S. TOMPKINS, CRE©**  
**STRAE ADVISORY SERVICES, LLC**  
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**PROJECT FOCUSED C-LEVEL ADVISOR IN AREAS OF  
REAL ESTATE DEVELOPMENT, FINANCE, & PROJECT DELIVERY**

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**PROFILE**

**Corporate Strategy, Operations, and Development** – Visionary and strategic thinker. Provides exceptional results in operational performance from start up to rapid growth and turnaround. Expert in public and private finance issues.

**Solution driven** – Use diverse experience and dynamic thinking to find innovative solutions to “impossible” situations.

**Influential leader** – Provide leadership and mentoring to talented individuals with goals of professional growth, autonomy, and accountability. Empower individuals to achieve beyond their perceived capabilities.

**Effective in executive roles** – Handle business challenges in a proactive and selfless manner focusing on organizational improvements to instill best practices for the company. Intense work ethic and commitment to integrity.

**EXPERTISE**

- Public / Private Real Estate Financing
- Deal Structuring & Legal Transactions
- Planning and Strategic Development
- Operational and Executive Advisory Guidance
- Investor and Board Relations
- Budgetary Direction
- Executive Decision Maker
- P&L Management
- Execution & Leadership

**BACKGROUND**

Before founding Strae Advisory Services, Mark spent over 20 years in Denver area real estate. In the private sector, he has 15 years in leadership positions for two Denver area development companies, working on residential, retail, office, and hotel projects. Interspersed with Mark’s private development positions, he spent over four years working for the Denver Urban Renewal Authority (2004-2006, and again 2014-2016) on projects ranging from the redevelopment of the former Stapleton airport to smaller scale projects across Denver. His experience led him to focus on public financing opportunities in mixed use projects ranging from Bradburn Village in Westminster, to Belmar in Lakewood, to Union Station in Denver. Since founding Strae Advisory, Mark has been engaged by municipalities, private development firms, landowners, and industrial firms across Colorado to assist with projects where significant public finance is anticipated.

## PROFESSIONAL EXPERIENCE

Strae Advisory Services, Denver, CO metropolitan area 2016 – present  
*Consulting firm focused on real estate development, public project delivery, and financing structure*

### PRINCIPAL / MANAGING MEMBER

- Provide consulting expertise and advice to clients on complex development projects.
- Clients / Projects:
  - City and County of Denver – National Western Center (Triangle P3 Project)
  - Broadway Station – Former Gates plant (42 acre mixed use project)
  - City and County of Denver – The Next Stage (Redevelopment of the Denver Performing Arts Complex)
  - Starwood Capital Group – Belmar (102 acre mixed use project)
  - Fox Park Project – Former Denver Post printing facility (45 acre mixed use project)
  - Telluride Hospital District – Critical access hospital
  - EVRAZ North America – (Reinvestment in Pueblo, CO steel mill)
  - Private Land Owner – Rock Drill site (historic mixed use River North project)
  - City of Englewood, CO – Reinvestment in Englewood City Center (mixed use downtown area)
  - MHK – The Point (mixed use project in Aurora, CO)
  - City of Northglenn, CO – (Civic Center redevelopment)

Denver Urban Renewal Authority (DURA), Denver, CO 2014 – 2016  
2004 – 2006

*Quasi-governmental organization responsible for real estate redevelopment projects in the city of Denver, CO.*

### DEPUTY DIRECTOR (2014 – 2016) REDEVELOPMENT MANAGER (2004-2006)

- Responsible for implementing DURA’s mission to combat slum and blight within the City & County of Denver pursuant to the Urban Renewal Statute of the State of Colorado.
- Review and oversight responsibility of 38 active redevelopment projects within DURA’s portfolio, totaling in excess of \$600 million in TIF public investment, leveraging \$7 billion total investment.
- Brief DURA Commissioners, City Council, and Mayor as necessary.
- Interact with various city departments in furtherance of DURA’s projects, including Economic Development, Mayor’s Office, City Council, Finance, Assessor’s Office, Planning, City Attorney, Public Works, etc.
- Underwrote analyses of prospective Tax Increment Financing (TIF) projects.
- Negotiated urban renewal plans, redevelopment & cooperation agreements.
- Advise developers’ lenders and investors on TIF revenue streams and projections.
- Collaborative financing participant in combination with City and LIHTC for affordable and workforce housing projects.

Continuum Partners, LLC et al, Denver, CO 2006 – 2013

*Real estate development company specializing in urban mixed use development.*

### CHIEF OPERATING OFFICER

- Responsible for all aspects of internal process and procedures to ensure efficient, coordinated execution of development projects.
- Responsible for managing debt service, financing, financial reporting, and public finance aspects of firm’s \$150 million public financing portfolio.
- Singularly responsible for \$102 million refinance of Belmar public debt - closed January 2013.
- Management team member for Belmar – an \$850 million internationally acclaimed in-fill mixed use redevelopment project.

- Board member for master developer of Denver Union Station – a \$1 billion transit-oriented development and multi-modal hub of Denver’s FasTracks light rail and commuter rail public transit system.
- Oversight of financial reporting for 58 LLC entities.
- Coordinate with legal and tax advisors on all firm’s tax strategy for projects.
- Managed staff of 35 encompassing human resource, information system, accounting, development and property management professionals.
- Member of firm’s executive committee, collaborating with affiliated firm based in Syracuse, NY.

BCORP-HRT, LLC et al / NorStar Residential, LLLP et al, Denver, CO 1996 – 2004  
*Private Residential and Commercial Development Company*

### **VICE PRESIDENT / DIRECTOR OF FINANCE**

- Responsible for all financial aspects of the company’s operation.
- Implemented accounting and financial reporting for 29 LLC-structured joint ventures.
- Analysis of proposed projects from inception to completion; evaluated on total ROI, IRR, etc.
- Regular review of all projects’ progress against budget: identify and investigate variances.
- Responsibilities included the oversight of construction loans, cash management, and payables function for the company with assets over \$50 million and sales in excess of \$50 million annually.
- Extensive involvement with construction financing, permanent-financing, and relationships with lenders.
- Oversight of risk management programs, including captive insurance company & OCIP policy investigation.
- Supervised staff of 15 covering accounting, office administration, construction support, and property management.

Third Way Center, Inc., Denver CO 1993-1996  
*Nonprofit Organization providing Residential Treatment & Education for Troubled Teens & Families*

### **DIRECTOR OF OPERATIONS**

- Responsible for all business functions, including accounting, reporting, treasury management, information systems design/software implementation, human resources and benefit administration.

### **EDUCATION & MEMBERSHIPS**

**Regis University, Denver**  
 Graduate work MBA Program  
 Information Systems Emphasis

**University of Colorado, Boulder**  
 BS in Business Administration  
 Accounting & Finance Emphases

- Counselor of Real Estate© designation (2021)
- Urban Land Institute member (2012 – Present),
- Downtown Denver Partnership member (2017 – Present)
- Treasurer, Urban Land Institute, Colorado Chapter (2017 – Present)
- Trustee, Museum of Contemporary Art / Denver (2009 – 2018)
- Urban Land Institute, Public Private Partnership national council member (2012-2016)
- Downtown Denver Partnership Urban Exploration (2014, 2015, 2018, 2019, 2021)
- Leadership Exchange (2010), Denver Metro Chamber of Commerce
- Leadership Denver (2009), Denver Metro Chamber of Commerce Leadership Foundation
- Advisor, Rocky Mountain Real Estate Challenge, University of Colorado teams (2010, 2021 winners)
- Commissioner, City of Lakewood Commission on Heritage, Culture, and the Arts (2006-2008)
- Guest Lecturer, University of Colorado (Boulder & Denver) (2012 – present)