



## CWA Bios

### Centurion Partners

**Scot Matteson** is co-founder of Centurion Partners. Prior to forming Centurion, Scot co-founded American Realty & Financial Services of California, Inc., a real estate investment banking company. He grew it into several other successful businesses including mortgage banking and brokerage, direct investments and principal transactions. Total volume at American Realty in 2001 was over \$15 billion. In addition, he created a lending group in partnership with Credit Suisse First Boston and became the largest single tenant lender in the United States (Boston American Financial Group). There he successfully funded \$5.5 billion of commercial mortgage bank securities. Prior to that, he founded Matteson Development Corporation, a commercial, residential, and industrial real estate construction and development company. Scot has over twenty-five years of experience in real estate development, finance, and asset management.

Matteson is a graduate of the University of Colorado at Boulder with a degree in economics. He is a licensed State of California Broker and a member of ULI, ICSC and NAIOP.

**Michael E. Smith** is co-founder of Centurion Partners. Prior to forming Centurion, Michael was senior vice president and top producer of The Staubach Company's western regional office. His responsibilities included consulting major clients on development acquisitions and dispositions throughout the country. Prior to that, Michael served as regional marketing director at The O'Donnell Group. He developed and leased in excess of 5.5 million square feet of a wide range of commercial and industrial real estate projects for institutional clients. His clients included The Irvine Company, Pacific Life, California Public Employees Retirement Systems (CALPERS) and Citicorp Realty. Michael has over twenty-five years of experience in complex land development, entitlement, and acquisitions.

Smith is a graduate of Texas Tech University with a degree in business administration.

**Michael T. Lutton** is a partner in Centurion Partners. Prior to forming Centurion, Michael was the chairman and CEO of the Texas-based PM Realty Group, one of the nation's largest real estate firms, where he managed over 110 million sq. ft. of third party assets. During this time Michael received the CPN Real Estate Executive of the Year award for being the architect of the company's repositioning efforts. Prior to that, he served as president of The Irvine Company's Office and Industrial Group where he helped to develop in excess of 2.5 million sq. ft. including Jamboree Center, MacArthur Court, AT&T Tower, Western Digital World Headquarters and others. He was



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responsible for leasing over 1 million sq. ft. of Class-A office space per year for six consecutive years. Michael also managed Bren Investments' off-ranch activities.

Lutton is a graduate of the University of Southern California. He is a California Real Estate Broker and member of ULI, NAIOP, ICSC, and the Young President's Organization. He is a noted author and speaker on real estate trends.

**John G. Sarpa** is a principal of Centurion Partners in Aspen, Colorado, and manages its projects in the Rocky Mountain area. He has been a real estate developer for over 20 years and has developed, acquired, constructed and financed over two billion dollars of luxury hotels, residential projects and office buildings throughout the United States, the Middle East and Europe. Development projects he has managed include: the Ritz-Carlton hotels in Aspen, Washington, D.C., Houston and New York City; Le Meridien, Cairo; office buildings in Europe; and numerous luxury town homes, single family homes and ranches in Colorado.

Sarpa is a Phi Beta Kappa graduate of Indiana University and George Washington Law School. He serves on the board of several community organizations in the Aspen, Colorado area, including chairman of the Aspen Valley Hospital.

### **WestPac Investments, Inc.**

**Patrick Smith** has 30 years of successful experience in the real estate investment and development industries. Smith is a graduate of California Polytechnic University in San Luis Obispo, California, has a bachelor of science degree in architecture and is a licensed architect, general contractor and Real Estate Broker in several states.

**Alex Pananides** is a graduate of San Jose State University with a bachelor's degree in business administration and is currently a trustee of the University of California-Santa Barbara Foundation.

**Nigel Scott** focuses on the Residences at The Little Nell project as well as the development and financing of other quality real estate projects. Scott began working in International Trade in Australia before transitioning to a seventeen-year career in international finance, specializing in Capital Markets in Sydney, Hong Kong, Tokyo, London and New York.

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### **Aspen Blue Sky Holdings**

**Stephen Bellotti** serves as a member manager at Aspen Blue Sky Holdings. His responsibilities include overall strategy development and implementation, capital acquisition and financial management. Throughout the period of 1990-2002, Bellotti has acted as sole principal and developer overseeing 14 residential development projects across the United States, generating a total sales volume of \$120 million. Bellotti has more than 18 years of worldwide investment banking experience. His first five years in investment banking were spent with JP Morgan in Australia. Since 1987, Bellotti has held managing director positions with Merrill Lynch & Company in Australia, UK/Europe, and the United States. As a managing director, his titles and responsibilities at Merrill Lynch included: head of European Debt Trading and Sales, Capital Markets, Structured Finance and Derivatives and Global Foreign Exchange Trading and Sales. In addition to being an active partner in ABS, Bellotti is currently head of Global Capital Markets for Dresdner Bank based in London, England.

**Brooke Peterson** is a member manager of Aspen Blue Sky Holdings LLC and its family of subsidiary companies. He plays a key role in development projects in Aspen, Colorado; Denver, Colorado; Grand Junction, Colorado; and Santa Fe, New Mexico. He manages a portfolio valued in excess of \$750 million. Prior to joining Aspen Blue Sky, Peterson was involved in all phases, legal and otherwise, of the development and financing of resort projects throughout the United States. Peterson and his former law firm represented owners of and obtained approvals for some of the most significant and expensive land developments in the Aspen area. In addition, Peterson has served on three land use code revision task forces in Pitkin County and the City of Aspen, was the president of the Aspen Valley Ski Club for 13 years, and is presently on the board of trustees of the Aspen Valley Community Foundation. Since 1980, Peterson has served as the Municipal Judge for Aspen, and in 2000, was named one of Aspen's most influential attorneys and citizens by *The Aspen Times*.

Peterson received a B.A. in American history from Brown University, and a J.D. from Denver University.

**David Coflin** is a member manager in Aspen Blue Sky Development. Prior to joining Aspen Blue Sky in 2004, Coflin was with WestStar Bank, a resort bank headquartered in Vail, Colorado. He served as divisional president for WestStar's Vail and Aspen Valley markets. Responsibilities consisted of strategic management of WestStar's nine branches in these markets, management of its private client services, and structuring and approval of large complex credits in these key resort markets. Prior to moving to Colorado in 1994, David served as senior vice president of Signet Bank, a large regional bank headquartered in Richmond, Virginia. While with Signet he managed Signet's Residential lending group in Virginia and North Carolina. Coflin has 20 years of banking

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experience, which consists almost exclusively of management and origination of complex real estate and project finance.

Coflin is a graduate of Virginia Commonwealth University where he earned a bachelor of science in business administration and management.