

# DONALD R. MCLEAN

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## AREAS OF EXPERTISE

■ Resort Development

■ Sales Training & Management

■ Community Relations

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## EXPERIENCE

### **Historic Stoner Ranch, Dolores CO, General Partner/Manager**

**Summer 2007 - present**

*Formed limited liability company with Chicago JLL partner John G. Musgjerd to acquire, manage and develop 320-acre ranch with 1.5 miles of riverfront and 1,250 vertical feet of ski trails in Southwestern Colorado. Jointly initiated on-going environmental restoration.*

### **Alyeska Ski Resort, Director of Real Estate**

**Oct. 2006–March 2007**

*Assisted in acquisition of Alyeska Ski Resort, Alyeska Prince Hotel and Anchorage golf course property from Seibu Inc., and initial planning for new resort development.*

- + Consulted with & co-managed staff of 600 employees during new ownership transition.
- + Identified planning concepts & resort needs/goals.
- + Strategized with community groups & government agencies to outline future entitlements and expansion of resort.
- + Acted as owner representative in business, governmental & community relations outreach roles.

### **Telluride Real Estate Corp. (TREC), Owner & Managing Director**

**1994–2006**

*Acquired Real Estate division of ski company with four partners to create Telluride Real Estate Corp., an exclusive Christies Affiliate.*

- + Brokerage maintained #1 market position with \$250 million sales annually.
- + Averaged \$25-\$45 million in McLean Dwight team sales.
- + Selected in 2005 by Hunt Realty Corp. as the exclusive listing agent for Cornerstone, Colorado to launch sale for Greg Norman designed golf community on 6,000 acres near Telluride, Colorado; 30+ lot sales in first year.
- + Brokered sale of Telluride Ski & Golf Company to current owner in 2004 for \$46 million.
- + Facilitated Bank Midwest/Bear Creek Lodge, 48-unit, \$33million sell-out in six-months.
- + Led procurement of Colorado's largest land transaction in 2000 with the sale of Sunnyside Ranch for \$26 million. Total project sales exceeded \$85 million.

### **McLean Maddock, Inc., Owner/Partner**

**1994–2005**

*Created a design and land development company that developed high-end town homes and residences in the Telluride Mountain Village with a Palm Beach, Florida partner.*

- + Developed *Lodges on Sundance*, the Mountain Village's first log townhome project.
- + Constructed luxury, custom homes from 1,000-12,000 sq. ft. in the Telluride Region.

### **Telluride Ski & Golf Company, Real Estate Division, Mtn. Village Managing Broker**

**1985-94**

*Recruited by Telluride Ski Area owner Ron Allred to launch sales and market new mid-mountain, ski-in, ski-out village.*

- + Established & managed first Real Estate office in Mountain Village; created new community brokerage sales cooperative.
- + Secured employee housing, hotel & condo developers to Mountain Village.
- + Executed 120 + Mountain Village lot sales personally.

### **Beaver Creek Properties/Vail Associates Inc., Broker Associate**

**1981-85**

*Assisted in the initial sales and marketing of new Beaver Creek Village. Specialized in new community sales launch.*

- + Named 1984 Top Homesite Salesperson.
- + Trained under & worked for industry leaders Mark Smith & Harry Frampton.

### **Vail Associates, Inc., Vail Mountain Ski Patrol Member**

**Winter 1977-81**

- EDUCATION & AFFILIATIONS**
- + University of Colorado at Boulder 1977/BS - Business  
Areas of Study: Emphasis in Real Estate & Marketing
  - + Licensed Colorado Real Estate Broker 1977- 2008
  - + USSA (U.S.Ski & Snowboard Association) Certified Alpine Coach & Race Official
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- COMMUNITY**
- + Steamboat Springs Winter Sports Club Foundation 2008-present  
*Board of Directors*
  - + Running Bear Subdivision HOA Architectural Review Committee 2007-present  
*Board Member*
  - + Sunnyside Ranch HOA Design Review Committee 2002-2007  
*Board Member*
  - + Sunnyside Ranch Homeowners Association 2000-2005  
*President*
  - + Mountain Village Metropolitan Services 2001-04  
*Board Member*
  - + Mountain Village Design Review Board 1993-99  
*Chairman*
  - + Telluride Ski & Snowboard Club  
*President* 1994-99  
*Volunteer Coach* 1987- 2003
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**INTERESTS** Skiing, volunteer youth ski coaching, hiking, running, biking, boating & family. Happily married for 18 years with three children ages 27, 17 and 14; and two dogs.

References Upon Request