

DPC news items/articles as appeared in the Colorado Real Estate Journal...

In Life and in Business, King Delivers on his Word

by Jennifer Francone

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A problem, by definition, isn't often a problem for Chris King. Rather, DPC Development Co.'s executive vice president relishes finding solutions for the challenges posed in the ever-changing commercial real estate market. "For me, the real reward of the business is solving the puzzle," explained King, who directs the development firm's acquisition and development activity. "Sitting at the closing table, at times, is anticlimactic. You've already identified all of the challenges and handled them to get to that point. "I pride myself on being a guy people will come to to solve problems," he added. "The chase, challenge and puzzle of a deal are what I like most. It is enjoyable to piece together the vision, the economics, the personnel into a completed deal." While King prides himself on being a problem solver, he is humble about the reason behind his relative success. "It seems easy, but I really feel that if you show up and work hard every day good things will happen," said King. "Many people in our business don't complete the marathon, rather they wear out before an opportunity plays out. It's a philosophy that applies to everything in my life." Like NBA star Karl Malone, King has lightheartedly adopted the "mailman" moniker. "I joke that I want my tombstone to read, 'He carried the mail,'" said King, noting that like Malone and U.S. Postal Service carriers, rain or shine, he practices delivering on his word. "I don't believe in quitting and I live my life like that." Tenacity has been a common element in King's career, which began after he graduated with a business degree from Colorado State University, with a focus on finance and economics. The Wheat Ridge-raised King spent eight years with Beaumont Properties, working up the ranks from a leasing agent to director of leasing to partner. With Beaumont, he also spent two years in Washington, D.C., opening an office and developing warehouse projects for the company there. However, feeling a bit like a fish out of water on the East Coast, King returned to Colorado and took a position working on the dispositions of bank-owned properties at United Bank, which shortly thereafter became Norwest Bank and now is Wells Fargo. In 1992, King sought an alternative to banking. Through a relationship he had developed with Don Cook, DPC's president, he started working at the company and has never looked back. "I think the path I took to get here was ideal," said King, explaining that seeing failed deals at the bank and successful acquisitions, development and leasing from both sides of the table has enabled him to understand all of the components that need to go together in having a thriving project. Initially, DPC Development buying activities were largely centered on buying apartments, despite King's specialization in office and industrial product, while Cook's focus was retail. More than 1,500 multifamily units later, Greenwood Village-based DPC Development returned to its core business, specializing in development and acquisition of retail, office and warehouse buildings, along with several for-sale multifamily projects, along the Front Range,

from Colorado Springs to Northern Colorado and Boulder. Throughout his career, King has found inspiration - in how to conduct his personal and professional life - from three individuals: his father, who taught King character, and after whom he continues to model his life; Joe Miklich, who taught him the commercial real estate business; and Cook, a consummate professional who King admires for his thorough operation and knowledge of the business. Also during his career, King has been active in the community - personally and professionally. King volunteers with the Boys & Girls Clubs; occasionally speaks to real estate classes at CSU; is on the board of CSU's Center for Investment & Real Estate; and is a member of National Association of Industrial and Office Properties, International Council of Shopping Centers and Urban Land Institute. King enjoys spending time with his three daughters, as well as his fiancée, whom he will wed in September, and her two daughters. He is an avid skier, golfer, road biker and general enthusiast of "anything" outdoors. As much as King enjoys the challenges of commercial real estate, he does, at times, question its significance in the bigger picture. "I'm not sure that what I do is that important and if there is a constant need for more buildings. But I then think about how, through our efforts, we do regenerate outdated facilities, making them attractive and productive places to work, and the number of jobs we create by building new projects, and I realize there is a good reason to get up and carry the mail."

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