

# GRAYT NEWS

Your primary source for all gray matters



## “Get To Know Me” Part 2

Last month’s issue featured our continued quest to learn more about each other.

Here are the answers to November’s quiz. How well did YOU do?

**ASHLEY MELLOR** admits that she still likes to color, as it helps relieve stress.

**PARIS HILTON** has size 11 feet. (No, she isn’t a GDG associate so in the interest of full disclosure, this fun factoid was thrown in for filler).

**DAVID KAUFMAN** auditioned for the role in *Home Alone* that was eventually awarded to Macaulay Culkin.

**MICHAEL HANSEN** is the associate who poured milk on his breakfast applesauce, mistaking it for Crème of Wheat.

**LIZ SCHLOSS** is the seasoned traveler who has visited all but two states in the union. (She also happens to be a world-class swimmer: Liz participated in the 1996 Olympic Swimming Trials, and ranked an incredible 12th in the world that year in the 200 Meter Butterfly).

Although she is no longer with the company, **HOLLYE GODDARD** was the associate who hung out backstage with the likes of Bo Diddley, Billy Joel, Tina Turner and Diana Ross.

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**JEANETTE PAPOFF** spent time alone with actor Anthony Hopkins. It was shortly after he played Hannibal Lecter in *Silence of the Lambs*, and Jeanette admitted to Sir Hopkins that being alone with him made her a bit uneasy.

For several years, **JONEL KERN** played Metro Center Mall’s Easter Bunny as well as Santa’s Helper. (She also appeared on *The Wallace and Ladmo Show* and she won a Ladmo Bag. Anyone who’s lived in Phoenix awhile can appreciate how special that claim to fame is!)

**KRISTIN HEIPLE** took four years of clown classes in a theater group. She’s a Certified Clown, and even got to perform in a Ringling Bros. and Barnum & Bailey production when it came through Phoenix.

## New Grayt Face: Aaron Alvarado

GRIGIO Tempe Town Lake’s new Director of Engineering is **AARON ALVARADO**, who joined the team on November 10, 2008. In his role, Aaron skillfully manages all of GRIGIO’s Member engineering requests, new Member suite finishes, and amenity services.

Aaron says his journey in maintenance began, “When I asked questions at the property I lived in.” That was 19 years ago and Aaron says since then, “I’ve been fortunate to have worked on several projects with some great people in the industry who have led me to where I am today.”

Aaron grew up in Arizona. Prior to coming to Gray, he worked in the Valley for several years for another property management firm as a Regional Maintenance Supervisor.

When not on company time, Aaron enjoys working on assorted landscaping projects around the house. Wife Paula, son Eric and daughter Savannah also keep him busy. The family has two dogs: Brandy and Scrappy. San Diego is Aaron’s favorite place to vacation, and he’s a loyal Phoenix Suns fan.

Welcome to Gray Development Group, Aaron. We’re very glad you’re here.



## December Birthdays

- December 4 David Frazier (Corporate)
- December 4 Dan Wiedell (GRIGIO Tempe Town Lake)
- December 6 Aaron Greene (Barossa at The Park)
- December 11 Stephanie Cox (Areté)
- December 16 Ashley Moses (Barossa at The Park)
- December 18 Nathan Chaplin (GRIGIO Tempe Town Lake)
- December 18 Cole Grantham (Barossa at The Park)
- December 19 James McKennie (GRIGIO Tempe Town Lake)
- December 26 David Kaufman (Corporate)
- December 28 Dawn Corey (Corporate)
- December 31 Lil Verhelst (Corporate)



*"All the world is birthday cake, so take a piece, but not too much."*

*- George Harrison*

## December Anniversaries

- December 11 Ashley Mellor, Corporate (2 years)
- December 17 John Dudek, Indigo at Trianna (1 year)
- December 18 Este Smith, Pavilions on Central (2 years)
- December 27 David Kaufman, Corporate (3 years)

## Recent Team Additions

Gray Development Group extends a warm welcome to those associates who joined the team in November:

November 3 Fernando Guzman  
Leasing Consultant, Biltmore Club

November 10 Aaron Alvarado  
Director of Engineering,  
GRIGIO Tempe Town Lake

November 17 Dan Wiedell \*  
Member Account Specialist,  
GRIGIO Tempe Town Lake

\* A sincere "Nice to have you back" to Dan, who returns to Gray Development after a brief hiatus.



**Congrats!**  
**Welcome!**

## Property Management's "Star"

## HAPPY HOWLIDAYS



**ROBERT HALLAHAN**, "Star of The Month" for November.

Robert, and I have received many compliments about him and his work from our residents.

"Robert Hallahan is a true pleasure to work with, and I am proud to be a part of his team."

Robert joined GDG in November of 2000 and has worked at several different communities throughout his tenure here.

Congratulations, Robert, on receiving this much-deserved recognition. Keep up the "star quality" work!

Our current Property Management Star of the Month is Service Manager **ROBERT HALLAHAN**. Areté Community Manager **YOLANDA MORENO** submitted these kind words for his nomination:

"I would like to nominate Robert Hallahan for the Star Award for all the following reasons:

"Robert is a true leader who leads by example and always has a can-do attitude about his job. Robert takes pride in his property and it shows. His turns are very impressive and his community always looks well-maintained and cared for. He looks for ways to improve his community, and strives to go out of his way to make his team successful.

"Robert's customer service is a big part of our resident retention. Residents truly like



**GUNNER**, the stylin' pooch of GTTL Member Account Specialist **DAN WIEDELL**, shows his seasonal spirit by bundling up in a colorful ensemble worthy of Santa himself. A miniature long-haired Dachshund, Gunner will turn 2 in January.

Dan says Gunner loves his new home at GRIGIO, and especially likes meeting all of the other canine Members at the community's Yappy Hour events. (He's a regular party animal!)

## New Grayt Face: Valerie Martinez

**VALERIE MARTINEZ** (right, with her sons) began her career at GDG on December 1, 2008 as a Leasing Consultant at Barossa at The Park.

Valerie sort of "fell into" apartment management when she was asked to apply for an open position at the community where she was living at the time. "That was seven years ago, and I've been doing it ever since."

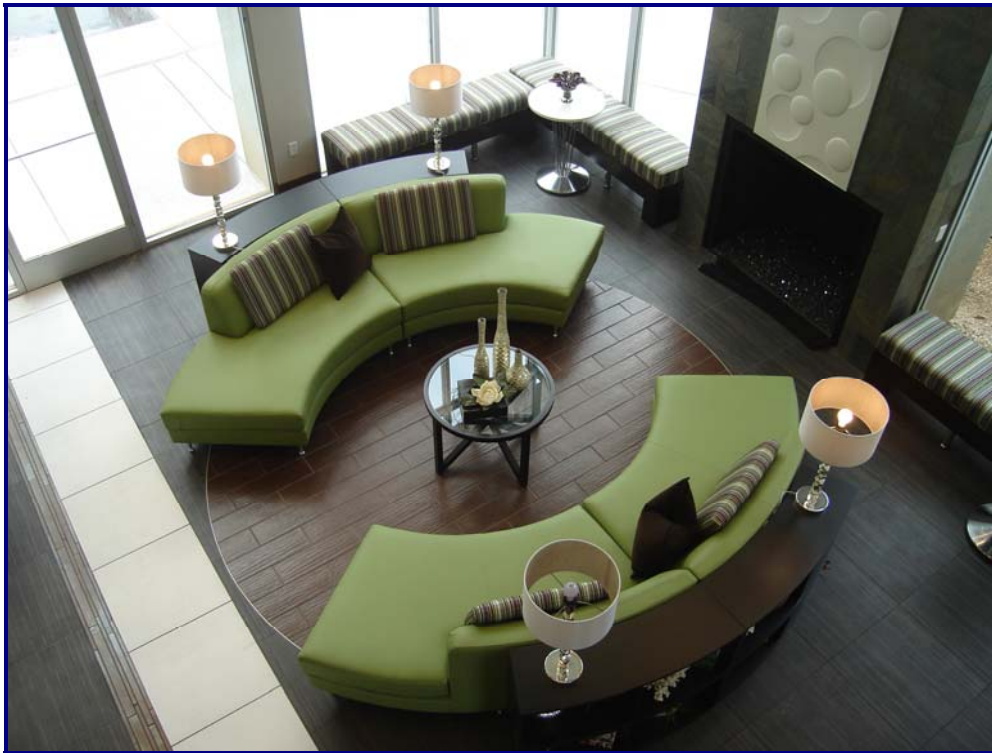
Valerie worked with MEB for approximately two years before joining our firm, most recently at the Legacy in Avondale. She grew up in Southern California and attended Baldwin Park High School.

Valerie is the busy mother of three boys ages 11, 10 and 7. Welcome to GDG, Valerie, and thanks for letting us get to know you.

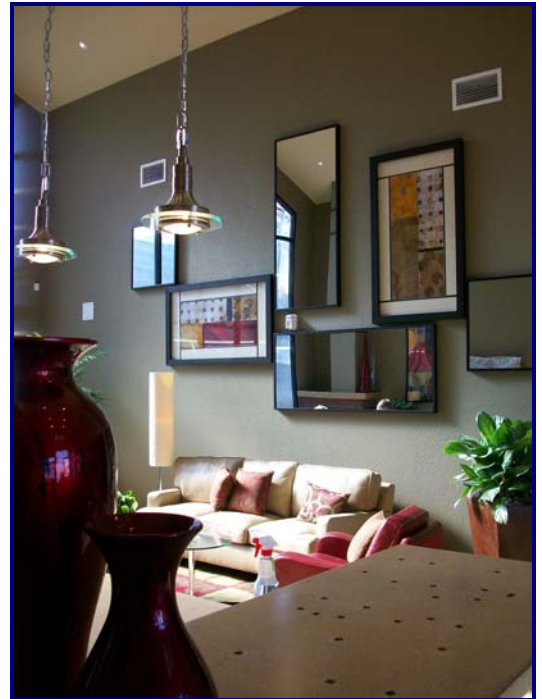


Pictured from left to right are Martin, the oldest; proud mom Valerie holding Fabian Romeo, and Angel.

## CONSTRUCTION UPDATE



*The shot above is the lobby at Ninety Degrees at Paradise Ridge.*



*Above, Indigo at The Park's light and airy new Clubhouse positively sparkles.*



*Future home of the Fitness Center at Ninety Degrees at Paradise Ridge.*



*Barossa at Trianna starts to take shape.*



*Barossa at Trianna's future Fitness Center.*



*Above and right: the lobby area of Barossa at Trianna.*



*The front exterior of Ninety Degrees at Paradise Ridge.*



*Barossa at Trianna's Clubhouse, as viewed from the construction trailer.*

## New Grayt Face: Jenna Stallard



### JENNA STALLARD

(pictured above with her husband) joined the company December 1, 2008 as a Leasing Consultant at Ninety Degrees Paradise Ridge.

#### *How did you get into your area of expertise?*

"I started my career in property management in Manhattan, Kansas almost two years ago. The company I worked for is a

smaller family-owned and operated property management company. They had 10 multifamily properties throughout the Manhattan area. It was a great company to start off with and learn the ins and outs of property management."

#### *Where did you grow up, and what schools did you attend?*

"I grew up in the northwestern area of Phoenix. I went to grade school in Glendale and graduated from Sunrise Mountain High in Peoria. I am currently finishing my degree through an online university."

#### *Do you have a favorite sport or sports team?*

"I love tennis and

basketball, and am a diehard Suns fan!"

#### *Do you have a spouse or significant other? Pets?*

"I have been married for almost two years to my husband Dusty. He just recently ended his commitment to the U.S. Army and has taken a position here in Arizona as a UAV (Unmanned Air Vehicle) pilot and trainer. We have one feline "child" named Dracula who loves to lurk in dark places around the house!"

#### *What hobbies or interests do you enjoy outside of work?*

"I enjoy making and viewing art. My husband and I like traveling to new places, going to wine and art festivals, and hanging

out with Dracula."

#### *Your favorite place you have traveled?*

"My favorite place I have traveled so far has been Venice, Italy. It was a beautiful place with great food and very fun people."

#### *Want to share something quirky or unusual about yourself that no one would suspect?*

"I love extreme adventures! I have been skydiving, scuba diving, bungee jumping, and white water rafting. I'll try anything most people would find terrifying!"

Welcome to the company, Jenna. It's not the same as skydiving, but we hope you find GDG an exciting place to work.

## Those Were the Days

The scene at right was a daily occurrence between 1920 and 1935, when workers were constructing many of the skyscrapers in New York. Back then the construction safety measures were, to put it mildly, less than stringent.

The Occupational Safety and Health Act of 1970 would usher in such practices as "tying off" or harnessing steel workers, like those pictured, at 25-30 feet.

You can fully appreciate how high in the air these men are working when you compare them to the pedestrians in the street below.



## New Grayt Face: Michael Miller

New Barossa at The Park Service Technician **MICHAEL MILLER** joined GDG on December 1, 2008.

Michael says he got into property management after the service. "I had just gotten out of the Navy and needed a job, and I asked my brother-in-law for help. He got me my first maintenance job."

Before coming to our firm, Michael worked for Bernard/Allison Management Services as a Maintenance Technician. He worked for that company for nine years.

Michael grew up in Tucson, Arizona and went to Tucson High School. He says he loves watching movies and playing basketball, and his favorite sports team is the Dallas Cowboys. Michael has been married to wife Stephanie for 15 years.

Michael has traveled extensively across the globe, having been to 22 countries. Of the many places he's seen, Michael says that his favorite country is France.

Thank you for introducing yourself, Michael. We welcome you to Gray Development Group and wish you much success.



*Michael says he enjoys making people laugh.*

## Seasoned Associate: Rick Bjorgo



**RICK BJORGO** has been in property management for the past 22 years and has held a number of different positions in the industry. He's worked for GDG since February of 2004. As a Regional Manager, he currently oversees three stabilized communities, POC, Biltmore Club and Areté, and he'll oversee the two new lease ups at Trianna. He also manages the maintenance departments for all of our communities.

Rick grew up on a farm outside Crookston, a very small town in northern Minnesota. Located twenty miles from North Dakota and ninety miles from Canada, "You would not believe how cold it gets in the winter," Rick says. The town is far enough north that it was not uncommon to see the northern lights. The family didn't raise any animals on the farm; they were grain farmers. "We raised wheat, barley, corn, potatoes, soy beans, sugar beets and sunflowers. You have never seen anything as beautiful as a 160-acre field of sunflowers following the sun all day."

Wife Maryann is Rick's "angel on earth. She always has a wonderful attitude about everything. She even forgave me for forgetting our wedding anniversary this

year." The proud parents of four, Rick and Maryann view their kids as their greatest accomplishments. Valerie, the oldest, is married and her husband David is stationed at Luke. (And yes, they like their son-in-law). Frank is the second oldest and is currently going to college in Las Vegas. Daughter Jerica lives with her family – and only grandchild so far – in Castro Valley, a suburb of San Francisco. Youngest child Shawn is in the Army stationed in Maryland, where he's attending tech school to become a tank mechanic.

Rick loves to eat and cook, travel and play golf. Rick also enjoys reading, and favorite books include *The Hobbit* and the *Lord of the Rings* trilogy. He says, "I first read the books in 1972 and can't believe I had to wait 30 years for a decent movie to be made from

them." He's a big baseball fan and says, "Stop by my office some time and I'll tell you about the 2007 D-backs Bobblehead Kidnapping. The guilty parties still have not been brought to justice yet, and all of you who worked on the 7th floor know who you are!"

Currently Maryann and Rick have one dog at home: a miniature Pincher named Harley. Rick explains the pup is more or less on loan: "He's actually our son Frank's dog, and we've just been babysitting him for 3 years."

An adventurer at heart, Rick says, "I have been very lucky in the fact that I have traveled to many different locations throughout the world. I would have to say the best was Santorini, one of the Greek islands. Santorini has the best sunsets I have ever seen anywhere."