

A Look at Life

by Cynthia Scanlon
photography by Kevin Zacher

Developers. Construction services professionals. Environmental consultants. Small business lenders. Strategic planners. These are just some of the professionals who represent the interests and views of the commercial real estate industry on public policy as members of Valley Partnership. But that's where their similarities end. The following profiles of these Valley Partnership professionals reveal some decidedly different approaches to life.

Clesson Hill Vice President of Finance, Grayhawk Development

"I am responsible for project financing, evaluating new projects from a financial standpoint, developing relationships with lenders, investor relations, and developing the budget and business plan for each individual project. I've been with the company for 1 1/2 years."

Before and after: "My first job was as a staff accountant with a public accounting firm. I was 21 years old. Ten years ago I was manager for the same public accounting firm. Ten years from now, hopefully, I'll be on a beach."

Back to his roots: "I was born in Malta, Montana. There were 75 people in my high school graduating class. I lived three and a half hours from nowhere. It took three and a half hours to get someplace, and you still were nowhere. My brother and I played football in the snow, and we fought off tons of mosquitoes. We had to play sports or else go nuts. It's a lovely place to raise a family if you don't care about anything else in life because there's nothing else to do there."

After hours: "My favorite book is *Where is Joe Merchant?* by Jimmy Buffet. It's a tale of adventure and intrigue and could only be told by someone like Jimmy Buffet who has such a wild imagination. I've always

thought Jimmy Buffet was special because he's so unique. He's not your traditional performer. When you read the book you almost believe that Jimmy Buffet lived it.

"My dream vacation would be to sightsee throughout Great Britain and Scotland. I choose those countries because of the history of London and the unique character of the monarchy and because Scotland is the birthplace of golf. It's going back to a place where a very special game was founded and grew up."

Life philosophy: "I think you should enjoy the journey. Don't get too carried away with any one moment. Don't think too hard about arriving at a destination. Let the winds take you to a certain degree. Stay focused on where you want to be, but enjoy the moment. The journey is more than half the fun of actually getting to a place."



Kim Soule
Regional Accounts Manager,
AT&T Small Business Lending
Corporation

"I cover the state of Arizona soliciting Small Business Administration guaranteed loans—anything from a start-up to an existing business that wants to expand. I've been with the company for one and a half years."

Before and after: "I was a cashier at a movie theater when I was 14 years old. That was my first job. The owner didn't care that I was underage. Ten years ago I was working for MeraBank as a branch manager. I spent a total of 15 years working for them. I was responsible for consumer lending. Now, I'm dealing with small businesses. Ten years from now I see myself retired in a cabin in the White Mountains."

Back to her roots: "I was born in Mesa, Arizona. It's almost like I haven't been out of the state. I'm a third-generation Arizonan. There are streets named after my family. Ellsworth Street was named after my grandfather's family. Dana and Chrisman Streets were named after my great-grandparents. I was named after a subdivision in Mesa."

After hours: "*The Pelican Brief* by John Grisham is my favorite novel. The only time I get time to read is when I'm on a plane or a trip, other than reading at night to my daughter."



"My dream vacation would be to spend two weeks on the sandy beaches of Southern Mexico—away from telephones. The beach, the sand, the margaritas..."

Life philosophy: "I believe in the Golden Rule: 'Do unto others as you would have them do unto you.' Growing up you just realize that everybody's human. Nobody's better than anybody else. Everybody's got their own sense of values. I think as long as you treat people well, they'll treat you well."

Ted Mullikin
Director of Business
Development and
Manager of Client
Services, GZA
Environmental

"I develop, manage, and coordinate environmental site assessment work throughout the Southwest. I was one of the founding openers of the Phoenix GZA Environmental offices in 1991."

Before and after: "My first job was manager of a transportation company in Detroit. I managed the drivers, which involved scheduling, routing and coordinating pickups and deliveries. Ten years ago I was the vice president and general manager of Courier Cab Company here in Phoenix. I've been selling services for a long time. Ten years from now, I'd like to be retired. The single, toughest decision I want to make every day when I retire is whether to use the nine-iron or the wedge."

Back to his roots: "I was born in Detroit, Michigan. I came to Phoenix because there came a time in my life where I wanted different scenery."

After hours: "When I leave the office at 5:00 in the afternoon I can do one of a couple of things: I can go to the gym, work out and feel good. Or I can get in traffic, drive home, be aggravated when I get home, have dinner and watch television until the 10:00 news. I can't stand to sit around."

"I would like to take a three-week cruise through all the Caribbean Islands. My favorite escape would be an outing of golf. I've been golfing for 15 years. I'm not a good golfer, but I do it to relax."

Life philosophy: "The main ingredients of my philosophy of life is loyalty, dependability and integrity. Those three factors in an individual will not only become a friend and ally of mine, but if I ever have the opportunity would become an employee of mine."



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