

Colorado **CONSTRUCTION & Design**[®]

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Mixed-Use
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DEVELOPER ON DECK

by Paul Suter

Marshall M. Burton, Chief Executive Officer



Cadie Crean, Development Officer - Office & Industrial



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*“Dedicated, passionate,
and innovative in their
team approach...”*

This is how Cadie Crean, director of development at Confluent Development, describes the co-founders of the visionary development firm. Confluent specializes in all phases of commercial real estate development and has successfully delivered custom and complex projects since 2014 when it was founded by Marshall Burton and Celeste Tanner. Confluent Development has grown to become a team of 40 employees delivering significant projects to 23 markets across the U.S.

“From the start, Marshall and Celeste have brought together the best teams to deliver real estate solutions that not only benefit our clients but contribute to the overall fabric of the communities the projects are intended to serve. Our mission is to inspire, inform and make a positive impact in the places we build.”

Confluent’s portfolio encompasses a wide range of commercial real estate asset classes, including multifamily, senior housing, office, industrial, retail and mixed-use. Their multi-disciplinary investment and development strategy differentiates the firm from competitors.

“By actively managing projects in various stages of development we are able to provide our stakeholders with real-time information in a dynamic and ever changing landscape. It’s a melding of ideas, knowledge and communication that sets us apart.”

Notable projects recently completed or underway include:

MIXED-USE



- **Exchange at Boulevard One:** Exchange at Boulevard One is a 200,000-square-foot commercial mixed-use redevelopment project located in Denver’s revitalized Lowry neighborhood. The project is jointly owned and developed by Confluent Development and Kelmore Development. Covering more than five acres of land, this infill development spans 1.5 blocks and offers retail, restaurant, office, and entertainment space. Additionally, a community park is situated across Lowry Blvd. Notable tenants at the property include Target, Clark’s Market, Denver Beer Co., Scissors & Scotch, Blue Sky Nails and Lash Lowry, Crip & Green, Ronin Lowry, MOD Pizza, Denver Arthritis Clinic, I Scream Gelato, Heyday Lowry,

Mountain View Pain Center, Kiddie Academy of Denver-Boulevard One, and Girl Scouts of America Dream-Lab.

Recent major updates within the Exchange at Boulevard One:



Girl Scouts of the USA celebrated their 111th anniversary by launching a new “DreamLab” prototype in Denver located within the Exchange at Boulevard One community. Confluent is honored to create a home for this milestone for the Girl Scouts as they gear up to open more around the United States.



Denver Beer Co., opened their 4th location in Denver, located right in the heart of the Lowry neighborhood at the Exchange at Boulevard One. The partners celebrated this development milestone and the grand opening in February, seeing the community enjoy all the brewery has to offer.



Colorado-based Clark’s Market has made its official entrance into the Denver Metro market, as the grocery anchor at The Exchange at Boulevard One. With an opening planned for Summer 2023, this marks the grocer’s ninth store location and first in the Denver Metro.

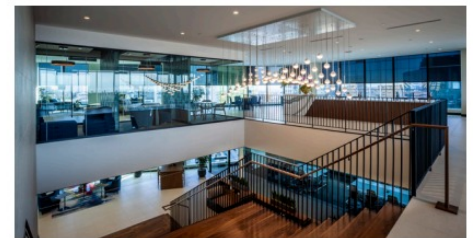
- **YMCA:** Plans are underway for the redevelopment of the YMCA of Metro Denver located at the intersection of Colorado Boulevard and Yale Avenue in Denver. The collaboration between Confluent Development and Republic Metropolitan (ReMet), based in San Francisco, will result in the construction of a new facility for the University Hills YMCA.

MULTIFAMILY



- **Carraway on Penn:** Confluent Development, Pinkard Construction and OZ Architecture, in partnership with Narrate Companies, serve as project partners for Confluent Development’s first multifamily project in Denver, Carraway on Penn. Located near Platt Park, the project consists of a new 42-unit multifamily residential property offering amenity space and onsite covered parking.

OFFICE



- **Vectra:** When Vectra Bank decided to move from leased space to its own flagship headquarters, they chose Confluent Development as their build-to-suit development partner. Working closely with Vectra, the Confluent team identified Vectra’s top goals for its new facility, and then ensured those priorities were carried into every aspect of the building program and design. The approximately 130,000-square-foot building is located in Belleview Station at the base of the Belleview Light Rail stop in the City and County of Denver. The 9-story building is designed with sustainability in mind. Designed to

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meet a LEED Silver certification, the building outperforms baseline energy savings by over 12%. In addition, automated entry features, enhanced daylight and air filtration, and access to multiple outdoor spaces promote a total employee wellness experience.

INDUSTRIAL



- **25 Commerce:** Confluent Development acquired a Class A industrial property located in Thornton, Colorado, representing the continued expansion of its industrial portfolio across the Front Range. 25 Commerce Park is a 456,400-square-foot Class A industrial park, featuring three buildings slated for delivery in Q4 2024. Tenants will benefit from various nearby amenities, access to a robust and fast-growing labor market, and proximity to downtown Denver, Denver International Airport and Boulder.



- **Ken Caryl:** Ken Caryl Commerce Center will deliver 175,000 square feet of Class A industrial space between two buildings featuring unmatched visibility along the southwest 470 corridor, slated for delivery in Q3 2024. Located at C-470 and South Kipling Parkway in Littleton, CO, Ken Caryl Commerce Center is planned to accommodate users ranging from 20,000 square feet to 175,000 square feet seeking Class A industrial products featuring ESFR sprinklers and 28-foot clear heights. Future users will benefit from immediate highway access with visibility to 82,000 vehicles per day.

RETAIL

- **Chipotle:** Confluent is currently developing two new restaurant locations with the leading fast-casual restaurant chain Chipotle. Working collectively with Chipotle's local brokerage teams Confluent will deliver two freestanding Chipotle restaurants in El Centro, California, and Colorado Springs at Dublin and Tutt Street.

SENIOR LIVING



- **MorningStar of Observatory Park:** Partnering with MorningStar Senior Living, Confluent Senior Living has completed MorningStar at Observatory Park, one of the newest senior living communities designed to establish a unique "Whole Health Standard" in the industry. Located in Denver's historic Observatory Park neighborhood at 2100 South Josephine Street, the 89,900-square-foot senior living community represents the development partners' 13th joint venture across five states.



- **MorningStar of Mission Viejo:** Alongside project partners MorningStar Senior Living and Concord Development Partners, Confluent Senior Living completed a 166,000-square-foot senior living community in Mission Viejo, CA. The community, MorningStar of Mission Viejo, offers 132 licensed senior living units and is now accepting new resident applicants. As this region within Orange County has been historically under served for senior

housing care, the new MorningStar community meets the needs of those seeking independent living, assisted living and memory support.

- **MorningStar of Shaker Heights:** In partnership with Harbor Retirement Associates (HRA) and Confluent Senior Living, the development of HarborChase of Shaker Heights has recently been completed. Developed intentionally within the specifications of Confluent Senior Living's Whole Health Standard, HarborChase of Shaker Heights provides quality, holistic designs that incorporate the latest protections for residents' physical health, promote features essential to mental health and place a strong emphasis on safety, hospitality and comfort.



- **MorningStar of The Canyons:** MorningStar Senior Living and Confluent Senior Living have achieved significant milestones as the project partners broke ground and are currently under construction on MorningStar Senior Living at The Canyons, the joint venture's first development in the state of Nevada. The 196,000-square-foot Las Vegas property is a four-story senior living community comprising 168 total units, inclusive of 95 for independent living, 49 for assisted living and 24 for memory care. The community is slated to open to new residents by the summer of 2024.



After tossing aside her cap and gown, reality struck again. She needed to find a job and unfortunately, the “Help Wanted” ads weren’t posting a lot of open positions for writers. She consulted with a headhunter and found a job opening to be a paralegal.

As Celeste explains it: *“The headhunter must have liked me because she took the time to listen to me and understand what my passion was and told me how much I would hate working as a paralegal. There would be a lot of pressure placed on me by very intense individuals. She completely talked me out of even interviewing for the job and suggested another industry that might do a better job of allowing me to tap into my creativity and compassion. Real Estate.”*

It was then that the headhunter recommended the job with Opus, a family of commercial real estate development, construction and design companies with offices and projects across the country, that had several significant projects underway in Colorado. The interview went well and according to Celeste, the company hired her as an assistant to the real estate group.

It wasn’t too long into her fledgling career that Celeste began to see the important and life-changing impact real estate can have on people’s lives.

“The built environment defines quality of life for individuals, communities and entire cities,” notes Celeste.

“Working in the industry gives me the opportunity to work with a team to create better places where people can live more efficient and happier lives.”

Today, Celeste is the president and chief development officer at Confluent Commercial, working alongside her business partner Marshall Burton (who was also her original mentor at Opus). The two of them founded Confluent in 2014 and since that time

by Paul Suter

Celeste Tanner

Well Versed in Real Estate

When Celeste Tanner arrived for her job interview with Opus Real Estate Group in Denver in 2003, she was convinced that if she got the job, it would only be for a short time, and she could return to New York City and pursue her passion for poetry and literature. After all, it wasn’t that long ago that she had ventured from her home in South Louisiana to attend New York University to study film and the arts.

She stayed in the Big Apple, working on her rhymes and reasons, until the cost of living took a big bite out of her small budget. The reality of the small penance an unknown writer can make, while attending an expensive university in an even more expensive city, was beginning to settle in. Once her money ran out, Celeste decided to return to her home state and attend Louisiana State University. She stayed for a while, and as an adventurer-at-heart, she decided to “go west” and attend Colorado University. It was at CU that she achieved her original goal of earning a degree in English Literature.

have been responsible for the vision, design and construction of several well-respected and highly notable projects throughout the Denver Metro Area.

One of those projects includes The Lab, an office building that the Confluent team first envisioned when they were starting out. Located at 17th and Platte, at the gateway from the Highlands into downtown Denver, Celeste and Marshall saw how popular the Highlands had become as a place to live for young professionals. What better place to put an office building than at the doorstep of downtown? It would give companies a chance to lease space in the building and hire some of the best and brightest minds from just a few blocks away.

"When Marshall and I founded Confluent in 2014, we saw incredible opportunities for exciting, new development in Denver. The city's leaders had done so much to diversify the city's economy and attract young people and that became the wind in our sails."

The Confluent team has grown from a handful of people to more than 40 employees, working on office, industrial, mixed-use, multifamily and senior living projects not only in Denver, but in 22 other cities across the nation.

Celeste's background in literature isn't the only thing that makes her unique in commercial real estate. Being a woman in an industry historically led by men hasn't escaped her.

It didn't take too long for Celeste to realize that there was a place – and an important one at that – for women in the industry. Among the many outlets she discovered for women to learn, grow, and support one another was at CREW (Commercial Real Estate Women). She joined the organization, continued to build her confidence,

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and began sewing together her own network of influential colleagues and contacts. Her professional development expanded to broader commercial organizations; currently, Celeste serves as an executive committee member on NAIOP's national board, where she provides a voice for Colorado's development industry at the national table.

"There have been countless times that Confluent has been interviewed for projects by companies that are owned and operated by women. I was able to form a great connection with those women and further build my own confidence in the work I was doing and sharing with others."

In addition to Confluent, Celeste is also actively involved in the community. She strives to make commercial real estate a more recognizable and accessible career path for future generations. She also participates in numerous nonprofit organizations and interests, including education and literature for young people (Reach out and Read, <https://reachoutandread.org/>), protection and care for the elderly (A Little Help, <https://www.alittlehelp.org/>) and providing food and nourishment to children (Food For Thought, <https://foodforthoughtdenver.org/>).

"A career in real estate is often confronted with challenges, but discovering solutions and making them work for others is incredibly satisfying. I've learned that the most important thing is to work with people you enjoy and have fun doing the work you do."

While her life started by focusing on the words on a page, Celeste Tanner grew to recognize that the spaces we occupy carry their own rhyme and meter and have a profound impact on the quality of our lives. Her passion truly lies in commercial real estate.



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