

## COMPANY HISTORY

The Rawhide Company, REALTORS® has been in business since 1973, making it one of the oldest independent real estate firms in El Paso County. It was started by Kenneth H. Barber, who remains the Chairman.

Ken was born in Nashville, Tennessee and grew up in Atlanta, Georgia. He attended two years at Davidson College in North Carolina before entering the U.S. Military Academy at West Point, where he graduated with a degree in engineering.

During his twenty-one years in the U.S. Air Force, Ken flew 300 combat missions in Korea as a fighter pilot. He was a member of the 1952 U.S. Olympic Modern Pentathlon team, taught at the School for Latin America in Panama, and was one of the initial cadre of instructors at the U.S. Air Force Academy. He even served a stint as a nuclear-physicist at the Sandia weapons lab in New Mexico. His final assignment was duty with the Inspector General's office.

While at the Air Force Academy in the late 50's, Ken met up with Bob Moore and Jack Wogan, two other fellows who didn't play golf and needed something to keep them occupied. They searched for a piece of land and wound up in the boondocks east of a wide spot in the road called Monument, Colorado. Asked later why they chose this area, Ken said it was the only place they could afford to buy, and the rancher, Dave Higby, was the only guy they could get to sell them a piece of his land. They found an honest banker named John Armstrong (Colorado Springs National Bank) who was willing to take a flyer on some green kids and developed their first subdivision called Arrowwood I.

The project was a success and they plowed the profits back into more dirt. MBW, as their partnership was known, became Wakonda Western, Inc. and during the next fifteen years they developed, sold or participated in many of the subdivisions we resell today: Arrowwood II & III, Wakonda Hills, Shamrock Hills, Kingswood, Canterbury, Pine Cone Acres, the Bricker 160, the Roller Coaster 200 and Chaparral Hills.

During this period, Ken also formed companies for the development of mountain land projects such as Badger Creek Ranch, Druid Hills, as well as several partnerships which made local investments.

In 1972, Ken formed Mountain America, Inc. with Bill Poleson, designed as the first ethical, fully-licensed mountain land sales force in Colorado. Over the years, this team developed and sold thousands of acres in Park County, including the Buffalo, Lost Park Ranch, Stagestop, and Silverheels.

In 1973, Ken and his original partners went their separate ways to pursue other interests, and Ken formed The Rawhide Company. In the years since then Ken has

been involved with the development and/or sale of Highland Park, Pinehurst Wood, Pine Glen, Spirit Lakes, Rivers Divide, Bent Tree I-V, Bridle Bit Ranch, Forest Hills, Peyton Pines, Woodlake, Forest Green, The Meadows, Shiloh Pines, Overlook Estates, Walden, Pine Cone Ranch, Table Mountain Ranch, Glacier Ridge, Forest Hills, Pinehurst Wood, and Indian Wells. All-in-all, Ken has been personally involved in over 25,000 acres of land.

At various times, Rawhide has had sales offices in Hartsel, Fairplay, Divide (burned down), Woodland Park and Widefield. Somewhere along the line the land market slowed down and the salespeople started listing houses and resale land to survive, and today Rawhide has evolved into a full-service real estate brokerage selling everything from land to houses to shopping centers. We develop residential subdivisions, do loan servicing, and offer property management, with offices in Black Forest, Falcon and Colorado Springs.

Ken has set an example for Rawhide Associates and others by pursuing continuing education. He has earned the GRI, CRB and CCIM designations of the National Association of REALTORS. He's been on a zillion Boards of Directors, generally falls into the "pillar of the community" category.

Ken is an avid mountain climber, having climbed all fifty-four 14,000+ foot peaks in Colorado, as well as Mount Ranier in Washington. He plays guitar and piano, was a great scoutmaster (Eagle rank), works out faithfully, and reads incessantly. He is a good, interesting, challenging and generous man.

Now, the old saying is that behind every successful man is a good woman. In this case, that is certainly true. Many years ago a San Antonio, Texas schoolteacher named Carolyn Row let Ken catch her. She was the best mom a kid could ask for, generous, gentle, always sweet and compassionate.

She cooked, cleaned, sang, played piano, and made sure the kids had full brains. She entertained graciously the steady procession of friends and military people that visited their home. After the military, she always had an extra helping of chow for the clients and customers that Ken dropped by the house with at all hours of the day and night.

She has been a topnotch assistant to Ken in his real estate work as social director, telephone operator and message taker and lead generator (she's one of the best at pitching Company subdivisions). For years she invited the Company annually into their home for parties, and is very much a part of the success of Ken and Rawhide.

Ken's son, Doug Barber, is currently the president and broker of Rawhide. Doug obtained his license and began selling with Rawhide in 1975. Doug literally grew up in the business, working for Ken on various aspects of land development and sales from youth.

Doug holds a degree in Real Estate and Construction Management from the University of Denver, and was later accepted to the Denver University Law School. Real estate education has continued, with Doug earning the CRB (Certified Real Estate Brokerage Manager), GRI (Graduate Realtors Institute), MRE (Master of Real Estate), and e-Pro (for technology expertise) designations.

Doug has served many years as a Director for the local and State REALTOR® organizations (Chairman of the Board of the Pikes Peak Association in 2002-3, and Regional Vice-President for the State Association in 2005). He was named REALTOR® of the Year for the Colorado Springs area in 2004. He is actively involved in mediation of real estate disputes, and professional standards enforcement. He also is a senior instructor on the faculty of the Colorado Association of REALTORS®, which named him Educator of the Year for the State in 2005. He has been involved with Ken in many of Rawhide's developments, acts as Rawhide's sales manager, training new and experienced brokers, and actively lists and sells real estate. He provides real estate consulting and counseling services, has extensive experience in homeowner association management, has been qualified as an expert witness in real estate matters, offers private real estate dispute resolution services, and periodically contributes real estate articles to local and State publications.

Rawhide has been blessed with high-quality people. The current Administrative Vice-President, Diane J. Wilson, has headed our financial area for many years. Karen Ayers, our Property Manager, is backed up ably by longtime anchor, Helga Edmondson. Rounding out our staff of Connie Goss, Regina Cihak, Debbie Might, and Dale Van Fosson handle anything that arises with competence and grace. You will never hear the words "that's not my job" from their lips. Many of these valued members of the Rawhide family have been with Rawhide for over a dozen years (some more than 20 years!). Our staff is the best there is, and is quick to provide assistance to those in need.

The newest addition to the Rawhide family is Rawhide Homes, Inc., which builds custom homes. The general contractor for RHI is Chuck Van Fosson, a former high technology manager who has found his niche in creating fine homes at a reasonable price. Chuck is also a licensed real estate broker with the company. Known to be direct and honest, and driven by the desire to "do it right," one always knows where they stand with Chuck, which is essential when buyers are investing hundreds of thousands of dollars in the creation of their dream.

We are proud to be a family company, and hope that our associates, employees, customers and clients appreciate working with a firm which is large enough to provide useful resources, yet small enough to be personal and, above all, a firm that cares about doing it right. We look forward to continuing the Rawhide tradition.