

» SEATTLE'S HOTTEST NEW CHEFS

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THE 2011  
PERSON OF  
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**PEOPLE OF**  
**2011**

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Every year, generating our much-anticipated list of Seattle's most influential people inspires spirited debate (to put it mildly). In a series of meetings, both in person and online, our selection panel carefully weighs nominations across a variety of categories. Some decisions were easy; our Person of the Year was practically a no-brainer. Some took skilled negotiation ("Not that guy!"). But love them or hate them, there's no denying the serious impact these major players have had on our city in the past year. We welcome your feedback at [seattlemag.com](http://seattlemag.com).



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## POWER BROKER

**Craig Kinzer** / CEO and founder, Kinzer Real Estate Services

● Craig Kinzer has had a hand in shaping modern Seattle, bookending his career and the city skyline with real estate deals ranging from Starbucks' SoDo headquarters to Adobe's Fremont offices and, more recently, the new Bill & Melinda Gates Foundation campus near Seattle Center. A king of complexity and scale, Kinzer has shaped a portfolio dotted with notable clients and distinctive deals. Starbucks launched Kinzer to visionary status after he helped save an old Sears warehouse and negotiated expansion contracts for the then-inchoate company in 1994. Kinzer deftly balanced the public and private sectors while negotiating the Gates Foundation's new headquarters, and he also convinced longtime Tacoma-based Russell Investments to relocate to Seattle. Earlier this year, Kinzer's firm brokered a lease by Isilon Systems for prime office space in Pioneer Square, giving the neighborhood a much-needed shot in the arm. *S.D.*