2014 Spring Meeting

May 7 - 8, 2014

Washington Marriott Marquis
Washington, DC
REAL ESTATE EXECUTIVE COUNCIL
2014 SPRING MEETING

MAY 7 - 8, 2014

WASHINGTON MARRIOTT MARQUIS
901 Massachusetts Avenue NW, Washington, DC 20001, (202) 962-4482

AGENDA

Wednesday, May 7, 2014

1:00 – 5:00PM REEC BOARD MEETING (REEC Board Members Only)
Washington Marriott Marquis (Dahlia Boardroom)
901 Massachusetts Avenue NW, Washington, DC 20001, (202) 962-4482

6:30 – 8:00PM REEC DINNER (REEC Members & Invited Speakers Only)
Acadiana Restaurant (Bayou Room)
901 New York Avenue NW, Washington, DC 20001, (202) 408-8848

Thursday, May 8, 2014

8:00 – 8:45AM BREAKFAST
Washington Marriott Marquis (Georgetown University Room)

8:45 – 9:00AM WELCOME & OPENING REMARKS
(University of DC Room)
• Kirk A. Sykes, President, Urban Strategy America Fund, LP
  (REEC Board Chairman)
• Kenneth J. Bacon, Managing Partner, RailField Partners
  (REEC Board Vice Chairman)
• Careina Williams, Principal – Acquisitions & Asset Management,
  Artemis Real Estate Partners

9:00 – 10:30AM REEC CONNECTIONS – BREAKOUT SESSION #1
Attendees will breakout into four (4) table group discussions on their
pre-selected topic of choice from the list below:
• Alternative Financing (EB-5 & Tax Credits) – Angelique Brunner,
  President, EB5 Capital & Brent Leggs, Field Officer, Preservation Division,
  National Trust for Historic Preservation
• Borrowing Money – Tammy Jones, President, Basis Investment Group, LLC
  & Kenneth A. McIntyre, Jr., Managing Principal, PassPort Real Estate LLC
• Capital Raising Environment – Gwendolyn L. Butler, President,
  Capri Capital Partners, LLC & Sharon Ann Miller, Consultant,
  Artemis Real Estate Partners
• Organizing Your Firm – Victor B. MacFarlane, Chairman and Chief
  Executive Officer, MacFarlane Partners & Richmond S. McCoy,
  President and Chief Executive Officer, UrbanAmerica Advisors, LLC

10:30 – 10:45AM Transition/Networking Break
10:45 – 12:15PM  REEC CONNECTIONS – BREAKOUT SESSION #2  
*Attendees will re-group into their next table group discussions from their pre-selected topics of choice from the list above.*

12:15 – 12:30PM  Networking Break

12:30 – 1:30PM  LUNCH  
(Georgetown University Room)

1:30 – 2:00PM  Networking Break

2:00 – 3:30PM  NATIONAL TRENDS, LOCAL REALITIES PANEL  
*Moderator: Jair K. Lynch, President & Chief Executive Officer, JAIR LYNCH Development Partners*
- Earnest Drew Jarvis, Senior Vice President, First Potomac Realty Trust
- Robin-Eve Jasper, President, NoMa BID
- Deborah Ratner Salzberg, President, Forest City Washington, Inc.
- Michael G. Stevens, President, Capitol Riverfront Business Improvement District (BID)

3:00 – 4:00PM  CLOSING REMARKS  
- Victor L. Hoskins, Deputy Mayor for Planning and Economic Development, District of Columbia Government

5:00 – 7:00PM  COCKTAIL RECEPTION (All Invited Guests)  
Del Campo Restaurant  
777 I Street NW, Washington, DC 20001, (202) 289-7377

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**DC Co-Host Committee**

Kenneth J. Bacon, Managing Partner, RailField Partners  
Herman E. Bulls, Chief Executive Officer, Public Institutions, Jones Lang LaSalle  
Evens Charles, Managing Principal, Frontier Development and Hospitality Group  
Albert Gentry, Managing Principal, Cornerstone Development, LLC  
John Green, Managing Director, MacFarlane Partners, LLC  
Jair K. Lynch, President and Chief Executive Officer, JAIR LYNCH Development Partners  
Ronald K. McDonald, Managing Principal, RMC Development, LLC  
Careina Williams, Principal – Acquisitions & Asset Management, Artemis Real Estate Partners
Gwendolyn L. Butler
President
Capri Capital Partners, LLC

Gwendolyn L. Butler is the President of Capri Capital Partners LLC, one of the country’s leading institutional commercial real estate investment management firms. Ms. Butler is the first African American female President in the commercial real estate investment management industry and oversees investor relations for Capri. Ms. Butler joined Capri as Chief Marketing Officer in March 2007 and has led Capri’s institutional capital raising. Ms. Butler has over 35 years of institutional lending and investment management experience, including serving as Executive Director of UBS Global Asset Management and Managing Director of Bear Stearns & Co. Ms. Butler started her career in 1977 as a corporate finance banker at the Continental Illinois National Bank and Trust Company and was the first African American female appointed Vice President in the bank’s commercial lending division. Ms. Butler is the former Chair of the National Association of Securities Professionals (NASP), the leading national organization advocating on behalf of minorities and women in the securities industry. Ms. Butler was elected to the Board of Directors of NASP in 2003. During Ms. Butler’s two year term as Chair, the organization successfully spearheaded efforts at the national, state and local level to enact legislation that increased business opportunities for minority and women owned financial services firms, and experienced the most significant increase in fundraising revenues in the organization’s history. Ms. Butler is President of the Board of Directors of the YWCA Metropolitan Chicago, and serves on the organization’s Executive Committee. Ms. Butler is a member of The Economic Club of Chicago and The Executives’ Club of Chicago. Ms Butler received a Master of Business Administration in Finance from the Kellogg Graduate School of Business of Northwestern University and a Bachelor of Arts degree in Economics from the University of Michigan. Ms. Butler has received numerous awards and acknowledgements, including being named an “Intelligent Performer” and “One of the Most Powerful Women in Business” by Black Enterprise magazine, a Chicago United 2011 Business Leaders of Color, one of the “100 of America’s Best and Brightest Black Women in Corporate America” by Ebony magazine, and one of the “100 Women to Watch - 2012” by Today’s Chicago Woman magazine.

Victor L. Hoskins
Deputy Mayor for Planning and Economic Development
District of Columbia Government

Victor L. Hoskins is the District of Columbia’s Deputy Mayor for Planning and Economic Development, where he is responsible for implementing Mayor Vincent C. Gray’s vision for jobs and economic development. As Deputy Mayor, Hoskins heads the Office of the Deputy Mayor for Planning and Economic Development (DMPED), which is the District’s lead agency in coordinating policies and initiatives with respect to affordable housing, business attraction and retention, as well as workforce and economic development. The DMPED portfolio includes a development pipeline worth more than $16 billion in public-private housing, commercial office, retail, mixed-use and parks projects throughout the District’s neighborhoods. Examples include the following: revitalization of the Saint Elizabeths East Campus in Ward 8; redevelopment of the Skyland Shopping Center, also east of the Anacostia River, in Ward 7; the reuse of 66.57 acres at the Walter Reed Army Medical Center with frontage on Great Street Georgia Avenue, NW in Ward 4; and the multi-site public housing and mixed-income New Communities Initiative in various wards. In addition to operating as an agency within the Executive Office of the Mayor, DMPED is responsible for overseeing a cluster of agencies that include the Department of Small and Local Business Development, the Department of Employment Services, the Department of Housing and Community Development, the Office of the Tenant Advocate, the Office of Planning, the Department of Consumer and Regulatory Affairs, the Department of Insurance, Securities and Banking, the Office of Motion Picture and Television Development, and the DC Commission on Arts and Humanities. Leading the charge, Deputy Mayor Hoskins brings over 25 years of experience in executive level leadership, economic development, redevelopment, transportation, real estate finance, housing, community development and organizational management to the District. During his first quarter at the helm, Hoskins was nominated to serve on the boards of the DC Housing Authority, the Union Station Redevelopment Corporation, and the Washington DC Economic Partnership; in addition he was announced as the Co-Chair of the Region Forward Coalition of the Metropolitan Washington Council of Governments. Prior to becoming Deputy Mayor, Hoskins served as a Vice President at Quadel Consulting where he managed over 100 staff persons providing affordable housing compliance services, processing roughly $360 million in housing assistance payments per year and creating public-private partnerships with housing finance agencies and public housing authorities across the country. Before joining the team at Quadel, he was a Senior Vice President at Doracon Development, where he served as a key negotiator in the development finance structuring for large scale projects located within the Inner Harbor at Baltimore, Maryland. Previously, he was the Lead Director for Mid-Atlantic Markets at Fannie Mae where he
landed after working as the Cabinet Secretary of the Department of Housing and Community Development for the State of Maryland. As the Cabinet Secretary, he led a department with a $350 million budget, a $2.5 billion loan portfolio, and 400 employees that issued an average of $525 million in bonds annually. Successes during his tenure include the following: $7.1 billion in statewide economic impact focused on transforming neighborhoods; $4.7 billion in public-private investment strategically directed toward redevelopment, retail, office, commercial, housing and community development projects throughout the State of Maryland; $185 million in new state and local project-generated taxes; 74,000 direct and indirect new jobs, including 31,000 permanent jobs; and 35,939 new housing opportunities – a full three times the record held by any previous Administration. Hoskins has also served as the Deputy Commissioner for the Baltimore Department of Housing and Community Development, Senior Vice President at Urban America, LP, and Assistant Secretary for the Maryland Department of Business and Economic Development. He is a graduate of Dartmouth College and earned his MCP at the Massachusetts Institute of Technology. Additionally, Hoskins studied development finance at Harvard University’s Kennedy School of Government. He is a member of the American Planning Association and the International Economic Development Council. Hoskins resides in the District of Columbia with his wife.

Earnest Drew Jarvis
Senior Vice President
First Potomac Realty Trust

Ernest Drew Jarvis joined First Potomac Realty Trust (NYSE:FPO) in 2011 as Senior Vice President. Mr. Jarvis is responsible for the company’s Washington, DC portfolio and supports First Potomac in its strategic growth and expansion objectives. Prior to joining First Potomac, Mr. Jarvis was managing director and market leader for CB Richard Ellis’s Washington, DC office, one of the largest and most profitable CBRE offices. At CBRE, he led a team of over 60 brokerage professionals across multiple service lines and was also responsible for the office’s business and operating functions. As a fifth-generation Washingtonian and a seasoned real estate executive, Mr. Jarvis is keenly familiar with the Washington, DC commercial real estate market. His insight into business policy trends, and leadership in the Washington business community, explain why Mr. Jarvis is regularly cited as a commercial real estate expert in the Washington Post and other business periodicals. The Washington Business Journal recently honored him as one of The Power 100, the most influential business leaders in the Washington, DC business community. Mr. Jarvis is a past president of the District of Columbia Building Industry Association (DCBIA), is a member of the executive committee for the Greater Washington Board of Trade, and is a member of the Economic Club of Washington. He is also a board member of The Landon School, and a former board member of the DC Chamber of Commerce and Urban Trust Bank (founded by Robert L. Johnson). Mr. Jarvis is a member of Leadership Greater Washington. He received his degree from Southeastern University.

Robin-Eve Jasper
President
NoMa BID

Robin-Eve Jasper is President of the NoMa BID. With a passion for issues at the intersection of public policy and private investment, Robin-Eve’s career includes working as a corporate attorney and lobbyist in New York and Washington, DC, commercial development experience in Washington, DC, a leadership role at DC’s largest nonprofit provider of affordable rental housing, and providing real estate consulting services to governments and educational institutions nationwide. Recently, Robin-Eve served as Director of Washington, DC’s Department of Real Estate Services where she oversaw eradication of a backlog of roughly a billion dollars of capital projects, and developed and implemented cutting edge space utilization standards. Robin-Eve conceived of and implemented the public private partnership for the redevelopment of the former Washington Star print planting at 200 Eye Street SE, which received several 2012 “Deal of the Year” awards from local and national entities. Robin-Eve has been active in NoMa for many years. She worked as part of the successful coalition to see the shuttered McKinley Technology High School re-opened as the District’s premier technology high school. Robin-Eve represented the development firm of Greenbaum and Rose in NoMa transactions as well as on the NoMa Stakeholders Coalition. In 2007, Robin-Eve was a consultant to the NoMa Improvement Association, working on establishing the NoMa Business Improvement District.
Tammy Jones  
President  
Basis Investment Group, LLC

Ms. Jones founded and launched Basis (as a Minority and Women Owned Business) in 2009 in partnership with lead investor, JEMB Realty Corporation, creating a team with more than 60 years of combined commercial real estate debt and equity experience. Basis is a multi-strategy commercial real estate investment platform that acquires and originates senior mortgages, mezzanine loans and B notes, CMBS, performing and distressed whole loans, preferred equity and equity positions on behalf of its investors. Ms. Jones is both Principal and President of Basis and is responsible for overseeing the day to day management of the firm and its separate account and JV investments. While many other funds struggled to deploy capital in 2009/10, Basis, since inception, under the leadership of Ms. Jones, has succeeded in closing more than 138 transactions totaling nearly of $1.7 billion in CRE debt related investments. Ms. Jones has more than 23 years of experience in the CRE finance industry, a solid record of building and growing debt platforms and a well-developed strategic view of the future of this business. Prior to joining Basis, Ms. Jones spent five years with CWCapital LLC (“CW”), where she was the head of CW’s fixed and floating rate Capital Markets Lending Division. In this role, she created CW’s national capital markets lending platform from inception, developed and branded the business and managed 80 professionals across eight (8) offices. Under her direction, the team originated more than 500 loans totaling in excess of $6 billion in fixed, floating and mezzanine loans collateralized by CRE assets across the country. Prior to CW, Ms. Jones was a Senior Vice President of Commercial Capital Initiatives, Inc., a GMACCM subsidiary (now Berkadia) (“GMAC”), where she was part of the senior management team responsible for creating GMAC’s Capital Markets lending division. Ms. Jones was responsible for building and overseeing the securitization platform, where she securitized in excess of $25 billion, and was a senior member of the firm’s Credit Committee. Prior to her seven years with GMAC, she held positions at Equitable Real Estate and AMRESCO Management, Inc. where she was involved in equity acquisitions and sales, mortgage lending and workouts, servicing and due diligence of portfolios including RTC pools. Ms. Jones holds a BA in Economics from Cornell University and an MBA with a concentration in Real Estate Finance from Georgia State University.

Brent Leggs  
Field Officer, Preservation Division  
National Trust for Historic Preservation

Brent Leggs is a Field Officer for the National Trust for Historic Preservation in the Washington, DC. He is a Harvard Loeb Fellow, and the author of Preserving African American Historic Places. He has developed the Northeast African American Historic Places Outreach Program, and its theme, the Business of Preservation, to build a regional movement of preservation leaders saving places of importance in African American history. He is the project manager for the Joe Frazier’s Gym National Treasure in Philadelphia, the Hinchliffe Stadium National Treasure in Paterson, New Jersey, and Madam C. J. Walker’s “Villa Lewaro” National Treasure in Irvington, New York.

Jair K. Lynch  
President and Chief Executive Officer  
JAIR LYNCH Development Partners

As President and CEO of JAIR LYNCH Development Partners, Mr. Lynch assumes primary responsibility for firm management and project coordination, and is committed to developing a quality product and superior service. That commitment has produced distinctive urban mixed-use projects for investors and a distinguished list of public, private and non-profit clients. Mr. Lynch has more than 15 years experience in public and private real estate development and construction, including projects in both California and Washington, DC. He founded JAIR LYNCH in 1998 and has since managed more than $840 million of development and construction projects involving new construction and historic preservation, institutional and multi-family residential uses, and mixed-uses. JAIR LYNCH is an urban regeneration company that seeks to responsibly transform urban markets by creating extraordinary neighborhoods. With over 1.6 million square feet of community serving facilities, 1,400 units of housing, and advisory services for more than $20 billion in economic development activity throughout the national capital region are the best examples of how JAIR LYNCH empowers people, develops place and creates prosperity.
Sharon Ann Miller  
Consultant  
Artemis Real Estate Partners  
Ms. Miller, has more than 25 years of experience in the real estate industry and most recently led Rockwood Capital’s business development, capital raising and investor relations efforts. From April 2005 to January 2007, Ms. Miller was the Global Managing Director of Trammell Crow Company’s Global Services Group. Prior to Trammell Crow, she was a Managing Partner of Investment Development at J.P. Morgan Investment Management, Inc. where she was responsible for portfolio management. Ms. Miller was also with J.W. O’Connor & Company, serving two years as a Vice President in Marketing and Client Services and two years as an Assistant Vice President and Asset/Portfolio Manager. Prior to her role at J.W. O’Connor & Company, Ms. Miller served in various capacities at TIAA-CREF including corporate facilities, debt underwriting, transaction restructuring, and portfolio management. Ms. Miller also has worked as an architectural designer, project manager and construction site superintendent. Ms. Miller is a member of the Urban Land Institute (ULI), where she is a member of the Commercial Retail Development Council’s Leadership Team and the Policy and Procedures Committee and is a Counselor of Real Estate (CRE). Ms. Miller received her Bachelor of Science from the University of Virginia in Architecture and her graduate degree Master of Science from New York University with a focus on Real Estate Investment and Development.

Deborah Ratner Salzberg  
President  
Forest City Washington, Inc.  
Deborah Ratner Salzberg of Bethesda, Maryland is president of Forest City Washington and a director of Forest City Enterprises, a national real estate firm active in property development, management, ownership and acquisition. Ms. Ratner Salzberg began her career with Forest City in 1985 and has worked on the development of retail, residential, commercial and multi-use projects. Her responsibilities for the Mid-Atlantic region are varied and include redevelopment of Ballston Common Mall, and development of the Yards, a public private 5 million square foot mixed use development at the former Southeast Federal Center. Her current responsibilities also include asset management of commercial and residential properties. In addition to her duties at Forest City, Ms. Ratner Salzberg also serves on the Board of Directors of CubeSmart a NYSE-listed public storage REIT. Prior to joining Forest City, Ratner Salzberg was a trial attorney in the Civil Division of the U.S. Department of Justice. She holds a bachelor’s degree from George Washington University, a Juris Doctor degree from the University of San Francisco and is a member of the California Bar. Ms. Ratner Salzberg is associated with numerous community, charitable and business organizations. Current Affiliations include: Commercial Real Estate Women – Member, and Honorary Advisory Council – Member; District of Columbia Building Industry Council (DCBIA) – Vice President, Board Member; Foundation for the National Archives – Board Member; George Washington University – Board of Trustees; Kenyon College – Board of Trustees; Mayor’s Comprehensive Task Force on Housing, 2012-13 – Co-Chair; Meyer Foundation - Board Member and Vice-Chair; Urban Land Institute – Trustee; White House Fellows Regional Selection Committee – Co-Chair; and Jewish Federation of Greater Washington – Board Member.

Michael G. Stevens  
President  
Capitol Riverfront Business Improvement District (BID)  
Mr. Stevens is the president of the Capitol Riverfront Business Improvement District (BID) located on the Anacostia waterfront of Washington, DC – the city’s most rapidly developing riverfront neighborhood. The Capitol Riverfront is one of the largest riverfront redevelopment projects in the country and will contain over 36 million square feet of high density, mixed-use, transit oriented development at build-out. He also helped coordinate the Center City Action Agenda 2007 & 2010 – a new strategic plan and framework to guide development and public investment in the center city neighborhoods of Washington, DC. From 2000-2006 he served as the President & CEO of the Washington, DC Economic Partnership and built that organization from a start-up to a full partner in the District’s economic development initiatives. For the past seven years he has worked to achieve the vision of a vibrant waterfront community in the Capitol Riverfront – a 500-acre neighborhood that is a regional waterfront destination for Washington, DC. The BID serves as the advocate for this neighborhood just south of the U.S. Capitol complex and builds upon its Navy Yard and maritime heritage while transforming over 60% of its land area through the construction of new office, residential, retail, hotel, and park uses. The Capitol Riverfront BID provides a range of management services for the community including Clean
& Safe Teams, economic development and business attraction efforts, strategic planning, transportation and access planning, management and maintenance of parks, advocacy, and community building. Mr. Stevens has been involved in the economic development, urban planning, and downtown/neighborhood development fields for the majority of his 36-year career. He has participated in numerous downtown redevelopment efforts for cities such as Wichita, KS; Lubbock, TX; Dallas, TX; Nashville, TN; Memphis, TN; Jackson, MS; Washington, DC; and San Antonio, TX. He has also served on planning advisory panels for the Urban Land Institute (ULI) and the International Downtown Association for a variety of cities. He served as Director of the Office of City Planning for his hometown of Jackson, MS and as the VP of Development for the Center City Commission in Memphis, TN. He started his career in 1978 as an Urban Planner with the City of Dallas’s Department of Planning & Urban Development. He holds a Master’s degree in Urban Planning/Urban Design from Virginia Tech in Blacksburg, VA, and a BA in Urban Sociology from Millsaps College in Jackson, MS. In February 2014 he received the 2014 Public Sector Trendsetter Award from Transwestern and Delta Associates.

Careina Williams
Principal – Acquisitions and Asset Management
Artemis Real Estate Partners

Careina Williams is responsible for developing and implementing acquisition and asset management activities of Artemis Real Estate Partners, primarily for the separate account for New York State Common Retirement Fund. This separate account is focused on identifying and investing alongside emerging managers in major markets across the U.S. She joined Artemis in January 2012 and is based in metropolitan Washington, DC. Prior to Artemis, Ms. Williams served as Principal, Investments for Capri Capital Partners, LLC (“Capri”), where she was responsible primarily for origination and investment structuring of equity and structured finance investments, across the firm’s various separate accounts and commingled funds. Ms. Williams also led many of the firm’s urban investment projects and helped shape Capri’s urban investment strategy. Prior to joining Capri, Ms. Williams worked for Goldman Sachs within the Investment Banking Division’s Retail and Corporate Finance Practice Groups and at Bertelsmann Music Group. Ms. Williams graduated with honors from Harvard University (AB Economics) and has an MBA from Harvard Business School. She is a member of the Urban Land Institute (ULI), Real Estate Executive Council (REEC), and the International Council of Shopping Centers (ICSC).
Amachie K. Ackah is Founder of Clay Cove Capital where he has oversight responsibilities for all investment, strategic, and operational activities of the firm. Clay Cove Capital is a Delaware Limited Liability Company, which serves as the fund manager to a number of special-purpose real estate investment funds and other special-purpose entities which invest—either directly or indirectly through collective investment vehicles—in commercial real estate. Clay Cove Capital seeks investment opportunities that meet most, if not all, of the following investment criteria: institutional scale, attractive basis, risk mitigation, value creation, multiple exit strategies, control positions, and institutional promote structures. Clay Cove Capital is completely beneficially owned and managed by Amachie K. Ackah and Brian D. Eng. Amachie has over 15 years of real estate industry experience as a professional in both real estate investment funds and development companies. After graduating Williams College in 1995, he joined Goldman Sachs as a Financial Analyst. Amachie then attended the Wharton School of the University of Pennsylvania earning his MBA with dual majors in finance and real estate. At Wharton, he was a Toigo Fellow and distinguished as a Murphy Fellow by the faculty of the Zell-Lurie Real Estate Center where he continues to serve as a Research Sponsor. Since graduating Wharton, Amachie has worked in all aspects of real estate investing and development. He was an Acquisitions and Asset Management Specialist at The Praedium Group LP (formerly Credit Suisse First Boston’s real estate opportunity fund), the director of acquisitions and development for the Buccini/Pollin Group, Inc., a real estate operating partner that acquires, develops and manages commercial, lodging, residential and office properties in the Mid-Atlantic region, and a Principal responsible for acquisitions and asset management at Lubert-Adler Real Estate LP, a real estate opportunity fund located in Philadelphia. In 2007, he launched Argosy Real Estate Partners as its Founder and Managing Partner. AREP, Argosy Capital’s first institutional real estate opportunity fund, focuses on creating real value at the asset level through redevelopment, development or repositioning, resulting in high margins, low cost-bases and multiple exit strategies throughout the lifecycle of each investment.

Kenneth J. Bacon (REEC Board Vice Chairman) is Co-founder and a Managing Partner of RailField Partners, a financial advisory and asset management firm that specializes in mortgage finance and real estate. Recently, RailField Partners started Railfield Realty Partners, which is investing in apartment communities on behalf of a major pension plan. Mr. Bacon started RailField Partners in 2012 after retiring from Fannie Mae, where he was Executive Vice President for the multifamily business. In this role, Ken was responsible for a $195 billion portfolio, which included senior debt, mezzanine loans, tax credits and equity. Prior to joining Fannie Mae, Mr. Bacon served as Director of Securitization at the Resolution Trust Corporation, and as an officer of Morgan Stanley. In addition to his duties at RailField Partners, Ken serves on the board of Forest City Enterprises, and Comcast, where he is the lead director. A former trustee of Stanford University, he is also a member of various advisory boards at the school, including the Center for Longevity and the Parents Advisory Council. He has a B.A. from Stanford, a M.Sc from the London School of Economics where he studied as a Marshal Scholar, and a MBA from the Harvard Graduate School of Business.

Moctesuma Esparza, Chief Executive Officer of Maya Cinemas North America, Inc., is an award-winning filmmaker, producer, entrepreneur and activist, revered for his contributions to the movie industry and commitment to Latinos. Mr. Esparza established Maya Cinemas, a chain of modern movie theatre complexes with the focus on providing mainstream entertainment in Latino centric underdeveloped urban communities. Some of his production credits include: Selena, Introducing Dorothy Dandridge (HBO), The Milagro Beanfield War, Gettysburg, and Walkout (HBO). Mr. Esparza founded the Los Angeles Academy of Arts and Enterprise Charter School, is Co-Founder of NALIP, Co-Founder and former Chair of the NAA, and is a Founding Board Member of the Sundance Institute. He was appointed Commissioner to the Los Angeles City Employees’ Retirement System by Mayor Antonio Villaraigosa, and was also appointed by U.S. Senate Majority Leader Harry Reid to the planning commission of the National Museum of the American Latino. Most recently he was named the Ernst & Young Entrepreneur of the Year for the Los Angeles Greater Region.
Leslie D. Hale is Executive Vice President, Chief Financial Officer and Treasurer of RLJ Lodging Trust (RLJ). RLJ is one of the largest US publicly-traded lodging REITs, with more than $3 billion in assets and 150 hotels operating across the US. As CFO, Ms. Hale is responsible for all financial matters across RLJ and oversees all asset and corporate level real estate and debt transactions. In addition, she is intricately involved in the company’s investment decision-making, long-term strategic planning and operations. Ms. Hale successfully managed the roll-up and merger of RLJ’s predecessor, RLJ Development with its two private equity funds, and the subsequent initial public offering of RLJ. She joined RLJ in 2005 as the Director of Real Estate and Finance. Prior to her tenure at RLJ, she held several positions within General Electric Capital Corp. (GE), including as a Vice President in the Mergers and Acquisitions Group of GE Commercial Finance, and as an Associate Director in the GE Real Estate – Strategic Capital Group. Before GE, Ms. Hale was an investment banker at Goldman, Sachs & Co., advising clients across industries on mergers, acquisitions, and corporate finance matters. Ms. Hale is a Board member of the Robert Toigo Foundation, Howard University Board of Trustees and the Dr. Stephanie and Bishop Joseph Walker Foundation. She serves on the Real Estate Roundtable President’s Council (Tax Committee member) and is an Advisory Board member of Artemis Emerging Managers. In 2011, she was honored by the Washington Business Journal as one of their top 40 executives under 40. Ms. Hale earned a BBA degree with a concentration in Finance from Howard University in 1994, graduating summa cum laude (member of the Beta Gamma Sigma Honor Society) and her MBA from Harvard Business School, where she was a Goldman Sachs and Robert Toigo Fellow.

Denise J. Lewis is a member of the Board of Directors of the law firm of Honigman Miller Schwartz and Cohn LLP, a preeminent business law firm of 250 attorneys. Joining the firm in 1983, Ms. Lewis is a senior partner of this Michigan-based firm that represents clients nationally in the private equity and real estate arenas. The firm handles legal matters for large roster of major national private equity funds including raising and investing capital and the acquisition and refinancing of portfolio companies and individual properties. Further Ms. Lewis concentrates her practice in representing national real estate developers in complex and sophisticated transactions that include public-private partnerships, urban redevelopment and mixed-use development. She handles multi-tiered transactions involving shopping centers, office building, single-family residential, apartment complexes, hotels and industrial facilities. She represents corporate borrowers, institutional lenders and major developers in loan transactions involving construction financing and permanent/end loans. Ms. Lewis is a fellow of the American College of Real Estate Lawyers and has been recognized in Chambers USA as a leading business lawyer. She has also been recognized by Best Lawyers in America and Super Lawyers. She has been named by Michigan Lawyers Weekly as one Michigan’s top “Women in Law.” She serves on the boards, and is an officer, of several civic and philanthropic organizations including the McGregor Fund, the Wayne State University Foundation, the Detroit Investment Fund and St. John Providence Health System. Ms. Lewis received her BA degree with honors from Columbia University and her JD degree with honors from the University of Michigan Law School.

Victor B. MacFarlane is Chairman and Chief Executive Officer of MacFarlane Partners, which he founded in 1987 to provide real estate investment management services to institutional investors. Under his leadership, MacFarlane Partners pioneered the urban investment concept among institutional real estate managers in the 1990s and today is one of the leading real estate investment management firms in the United States. Mr. MacFarlane has more than 30 years of real estate experience, and has worked extensively in property development, acquisitions, asset management and portfolio management on behalf of some of the world’s largest pension plans and institutions. A past recipient of the National Inner City Leadership Award from the Initiative for a Competitive Inner City and the Trailblazer Achievement Award from the Global Diversity Summit, Mr. MacFarlane serves on the Board of Directors of the Robert Toigo Foundation, the Initiative for a Competitive Inner City, and Developers Diversified Realty Corporation. He also sits on the Board of Advisors for UCLA School of Law and the Board Facilities Committee of Stanford Hospital & Clinics.
Richmond S. McCoy is President and Chief Executive Officer of UrbanAmerica Advisors, LLC (UA, LLC), the successor company to UrbanAmerica, LP, which was founded in 1998 as a real estate private equity firm to become one of America’s pre-eminent vehicles for fiscally and socially prudent investment in inner city commercial real estate. UrbanAmerica’s Fund I and Fund II have raised over $520 million in equity and have invested in over 10 million square feet of real estate assets valued in excess of $2 billion. Investors include many of the country’s largest public pensions, banks and insurance companies. In 2009, UrbanAmerica joined forces with Behringer Harvard, a Dallas-based commercial real estate firm to form UrbanAmerica Advisors. The combined partnership currently manages more than 47 million square feet across 70+ markets nationwide. Sponsored programs have attracted equity of more than $6.5 billion and made investments into more than $11 billion in assets. UA, LLC has been a federally certified Community Development Entity (CDE) since 2000 and is an industry leader. Designed to attract private investment in economically distressed communities, the New Markets Tax Credit (NMTC) Program was enacted by the Department of Treasury’s Community Development Fund Institute (CDFI) as part of the Community Renewal Tax Relief Act of 2000. To date, UA, LLC has been awarded five allocations totaling $267 million in New Markets Tax Credit to help finance $1 billion of projects, ranking it 32 out of 299 CDE’s for total allocations. Once UA, LLC’s remaining allocation is fully deployed, its investment efforts will have spurred the financing and development of over 2.6 million square feet of combined commercial, retail, healthcare, industrial, not-for-profit and community space and 153 rooms of hospitality while also creating approximately 11,098 permanent and temporary jobs in low income communities. Bolstering UrbanAmerica’s historical core competencies, UrbanAmerica Advisors, LLC specializes in assets located in urban centers, as well as properties located in top metro areas nationwide with a focus of deploying equity into real estate assets tenanted by government, medical, academic institutions and supermarket-anchored retail.

Ronald K. McDonald is Managing Principal of RMC Development, LLC in the greater Washington, DC/Baltimore region; where he is responsible for assisting clients (public and private) with their commercial real estate and finance objectives. He is an accomplished commercial real estate and financial services executive with over 20 years in the industry who has been involved in the acquisition, brokerage, development and management of over $6 billion in real estate equities. Mr. McDonald is also responsible for the delivery of the firm’s specialized financial advisory services, with a focus on sourcing capital and structuring transactions. Considered an industry expert on BRAC (Base Realignment and Closure), RMC Development currently leads the redevelopment of a former military base in Annapolis, Maryland. Plans are underway for a massive 46-acre waterfront office campus across from the United States Naval Academy complete with boat slips, restaurants, retail and a luxury hotel with panoramic views over the Chesapeake Bay. Mr. McDonald has served as a real estate advisor to the National Capital Revitalization C (NCRC) in Washington, DC and Chairman of the Prince George’s County TOD Subcommittee. He is an adjunct professor for the University of Maryland School of Architecture, Planning and Real Estate Development and serves on its Council of Advisors. He has held membership in the Real Estate Roundtable (President’s Council) and several other professional organizations. Mr. McDonald holds a BS from the US Naval Academy as well as a Masters in Finance from the University of Maryland. A decorated US Navy veteran, his leadership and service was personally recognized through The Thousand Points of Light Award by former President George H. W. Bush.
Kenneth A. McIntyre, Jr. is Managing Principal of PassPort Real Estate LLC. Mr. McIntyre founded PassPort Real Estate, LLC in 2012 as a consulting firm focused on advising clients on various areas of commercial real estate finance, including debt and equity sourcing and structuring, and strategic advice on creating investing platforms and vehicles. Formerly, Mr. McIntyre was a Managing Director in MetLife’s Real Estate Investments Group with various responsibilities across both the debt and equity portfolios, including coordinating equity acquisitions; creating and managing the Real Estate Capital Markets group; serving as the pricing desk for all commercial mortgage originations and serving on the real estate investment committee. Additionally, Mr. McIntyre was the Senior Real Estate Officer of the MetLife Bank. Prior to joining MetLife, Mr. McIntyre held senior syndication, origination and relationship management roles at KeyBank, GE Capital Real Estate and UBS. Mr. McIntyre has over 25 years of experience in commercial real estate finance. Mr. McIntyre graduated from Florida A&M University with a degree in Economics and a concentration in Banking and Finance. He is a trustee and Treasurer of the International Council of Shopping Centers (ICSC); an active member of the Urban Land Institute (ULI), the Real Estate Roundtable (RER), Real Estate Lenders Association (RELA) and a founding member of Real Estate Networking Trust (R*E*N*T) and the Real Estate Executive Council (REEC). Mr. McIntyre was formerly on the advisory boards of African American Real Estate Professionals of New York (AAREPNY) and The Real Estate Center of The Federal Reserve Bank of Atlanta. Additionally, he is on the Board of Trustees for the National Jazz Museum in Harlem and Yorkville Youth Athletic Association in New York City.

Roland S. Merchant, Jr. is a Director at Eastdil Secured, LLC, a wholly owned Real Estate Investment Bank of Wells Fargo. Mr. Merchant has over 15 years of experience in finance, sales and real estate investment banking. He has been involved in over $12 billion of investment sales, debt placement and loan sales transactions for clients including AIG, EQR, FDIC, MetLife, Prudential Mortgage Capital, Related and TIAA-CREF. Prior to joining Eastdil Secured, Mr. Merchant was an investment banking associate in the Capital Markets Group at Cushman and Wakefield and the Leveraged Finance Group at Merrill Lynch. Mr. Merchant holds an MBA from Columbia Business School, where he was awarded the Robert A. Toigo Fellowship and a BA from Dillard University. Mr. Merchant is a Licensed Securities Representative (Series 7 & 63), a Licensed Real Estate Broker in the State of New York and a member of Urban Land Institute (ULI) and the Real Estate Roundtable (RER) President’s Council.

Aasia Mustakeem, a Partner at Smith, Gambrell and Russell (Atlanta), focuses on commercial real estate and real estate finance. Ms. Mustakeem represents developers, purchasers and sellers in the acquisition, disposition and development of office, hotel, retail, industrial, mixed-use and medical office projects. Her experience includes advising lenders and borrowers in secured loan and workout transactions; representing landlords and tenants in negotiating commercial leases; representing companies that acquire and operate health care facilities; representing institutions in the ownership, operation and finance of corporate-owned real estate; and representing energy companies, with a focus on sustainable development projects. She has counseled companies involved in the purchase and sale of timberlands, and has also advised companies on project and infrastructure finance. Ms. Mustakeem has been selected as a Georgia Super Lawyer by Atlanta Magazine since 2004, and has been recognized as one of Georgia Trend’s Legal Elite since 2006. She is a frequent speaker at continuing legal education seminars, as well as an author and a past Chairperson of the 2,000 member Real Estate Section of the Georgia Bar. In addition to the Board of REEC, Ms. Mustakeem is a board member of the Grady Memorial Hospital Corporation; ZooAtlanta; and the Georgia Bar Foundation, of which she is President. She is a member of Leadership Atlanta and Leadership CREW, and is a Fellow of the American College of Real Estate Lawyers. In 2010, Ms. Mustakeem received the Commitment to Equality Award that was presented by the Women in the Professions Committee of the State Bar of Georgia. She also received the Outstanding Woman in the Profession Achievement Award from the Atlanta Bar Association (2003) and the Trailblazer Award presented by BLSA at Georgia State University College of Law (2009). Ms. Mustakeem was recently honored as a recipient of the 2011 Law and Justice Award by Women Looking Ahead Magazine. This award is given to attorneys who have devoted their careers to serving the public interest and acting as catalysts for positive change in their communities.
Quintin E. Primo III (Founding REEC Board Chairman) serves as Chairman and Chief Executive Officer of Capri Capital Partners, LLC (“Capri”), a real estate investment management firm advising pension fund and other institutional investors. The firm currently has $3.9 billion in assets under management as of December 30, 2013. Active in the real estate industry for more than 30 years, Mr. Primo has challenged conventional wisdom in developing new markets for investment. He co-founded Capri in 1992 during the depths of the US credit crisis and successfully capitalized on the financing void left by retreating banks, insurance companies and thrift institutions. Under his leadership in 1995, Capri made one of the first institutional investments in the multifamily housing sector and, in 1998, launched one of the industry’s first real estate mezzanine investment funds. In the following decade, Capri became an early investor in America’s underserved urban markets. Recently, he formed Capri Global Capital, Ltd. and has been exploring real estate private equity investments in Africa, India and the Middle East. In these and other investment programs, his goal has been to achieve the highest risk-adjusted returns for the firm’s institutional clients. Mr. Primo’s vision for the real estate industry has included an unprecedented commitment to diversity and social responsibility. He co-founded and was the founding chairman of the Real Estate Executive Council (REEC), the industry’s leading organization for minority real estate professionals. He created the Emerging Leaders Program for young minority professionals under the Capri Foundation, and co-chaired the creation of the Preservation Compact for affordable housing, a groundbreaking program jointly funded by the Urban Land Institute (ULI) and MacArthur Foundation. His industry involvement also includes serving as board member of the Pension Real Estate Association (PREA) and as a former board member of the Real Estate Roundtable (RER). Mr. Primo has also been active in civic and other non-profit initiatives. He is a founder and currently board chairman of the Primo Center for Women and Children, a transitional center and family institute for the homeless, is founding chairman of the Chicago Alliance to End Homelessness, and is a board member of the Chicago Council on Global Affairs and the School of the Art Institute of Chicago. Additionally, he is a former board member of the Church Pension Group, the pension fund of the Episcopal Church. Mr. Primo received a MBA degree from the Harvard Business School and a BS degree in Finance with honors and high distinction from Indiana University. He has been featured in national publications such as The Wall Street Journal, Fortune Magazine, Forbes, The New York Times, Bloomberg Business Week and Black Enterprise, and is a business contributor to CNBC cable news network. In addition to public company board experience, he has written or co-authored numerous articles and industry white papers and is often recognized for his professional, civic and philanthropic contributions.

James H. Simmons, III is Partner at Ares Management LLC and Managing Partner of the $485 million Ares Domestic Emerging Markets (“ADEM”) Fund I. Mr. Simmons is the primary architect of Ares’ strategy of investing in residential and commercial assets located in Domestic Emerging Markets (“DEMs”), which are the revitalizing urban cores of major growth cities in the US including New York, Los Angeles, Newark and Washington, DC. To date, Ares has acquired over $2.3 billion of assets in DEMs and through the ADEM Fund vehicle will continue to further pursue transactions in these markets. Mr. Simmons was previously the interim President and Chief Executive Officer of the Upper Manhattan Empowerment Zone Development Corporation. Mr. Simmons graduated with a Master of Management degree from the J.L. Kellogg Graduate School of Management, a MS degree in Engineering from the Virginia Polytechnic Institute and State University, and a BS degree in Electrical Engineering and Computer Science from Princeton University.

Kirk A. Sykes (REEC Board Chairman), President of Urban Strategy America Fund, LP, is the head of an urban investment, development and redevelopment fund for select institutional investors. The Fund is a true “triple bottom-line fund” that offers investors an opportunity to transform urban and economic development areas in their states, regions and cities while achieving an attractive return on their investment by prioritizing diversity in the asset types and locations in order to maximize returns. Mr. Sykes is responsible for the supervision of the partnership equity placement, the identification of investments and the day-to-day business operations of the USA Fund. He combines his professional training and hands-on experience in the areas of development, design and construction to create customized responses to the complex issues of urban real estate development. His approach is grounded in the bottom-line driven perspective gained during his tenure as Chairman of The Federal Reserve Bank of Boston and a member of Fleet Bank and BankBoston’s First
Community Bank Advisory Boards, along with being on the boards of NAIOP New England and ULI New England, and various other for-profit and non-profit board affiliations. His combination of business and community-based experience allow him to bridge the competing concerns that sometimes block urban projects from moving forward. His specialty is the creation of urban mixed-use developments.

Michael E. Tabb, Managing Principal of Red Rock Global, LLC, is responsible for setting the overall strategic direction for Red Rock Global. With formal training and a 25+ year professional career in commercial real estate, business administration and public/media relations, he serves as the principal relationship manager with the Company’s investors, strategic partners and clients. He is responsible for developing business processes and for new business development. Additionally, he provides direct leadership for the major functional areas of tenant representation, corporate services, complex assemblage and dispositions, asset repositioning, and real estate consulting. Formerly, Michael was the Global Director of Real Estate responsible for The Coca-Cola Company’s real estate activities worldwide. He also served as a Group Manager for LaSalle Partners in Midtown New York City. Additionally, Michael has served in several positions in the U.S. Navy, including Assistant 1st Lieutenant, Main Propulsion Assistant, Assault Boat Group Commander, Public Affairs Officer and Director of Planning and Policies for the Chief of Naval Information, receiving six Navy Achievement Medals and the Navy Commendation Medal. Michael holds the following degrees and distinctions: MBA, University of Pennsylvania, The Wharton School, (2000 Toigo Alumni of the Year); University of Oklahoma, DoD Advanced Program in Organizational Strategy and Communication; BS, U.S. Naval Academy (Freshman and Senior Year Leadership Award and Honor Board representative); U.S. Navy Thermal Engineering School (honor graduate). Michael also serves on: Board of Advisors, University of Pennsylvania, Institute for Urban Research; Past Member, Real Estate Roundtable - President’s Council; Director, Real Estate Executive Council; Alumni, Robert Toigo Foundation; National Black MBA Association; Atlanta Commercial Board of Realtors; Member, 100 Black Men of Atlanta, Chairman; Global Diversity Summit in Commercial Real Estate, Leadership Atlanta 2011. Michael is a licensed real estate broker (multiple locations) and Lieutenant Commander, U.S. Naval Reserves.

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Upcoming Event

Real Estate Executive Council
Leadership Roundtable
Members Only

October 19-20, 2014

The Studio Museum in Harlem
144 West 125th Street
New York, New York 10027

Become a REEC Member today to join us at this inaugural members only event. For membership information, please visit the website at www.REEC.org
# REEC SPRING MEETING

**Confirmed Attendees as of April 29, 2014**

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<th>Name</th>
<th>Position</th>
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<td>Kirk A. Sykes</td>
<td>President</td>
<td>Urban Strategy America Fund, LP</td>
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<tr>
<td>Kenneth J. Bacon</td>
<td>Managing Partner</td>
<td>RailField Partners</td>
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<tr>
<td>Leslie D. Hale</td>
<td>Executive Vice President, Chief Financial Officer &amp; Treasurer</td>
<td>RLJ Lodging Trust</td>
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<tr>
<td>Denise J. Lewis</td>
<td>Senior Partner</td>
<td>Honigman Miller Schwartz and Cohn LLP</td>
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<tr>
<td>Victor B. MacFarlane</td>
<td>Chairman &amp; Chief Executive Officer</td>
<td>MacFarlane Partners</td>
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<tr>
<td>Richmond S. McCoy</td>
<td>President &amp; Chief Executive Officer</td>
<td>UrbanAmerica Advisors, LLC</td>
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<td>Ronald K. McDonald</td>
<td>Managing Principal</td>
<td>RMC Development, LLC</td>
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<td>Kenneth A. McIntyre, Jr.</td>
<td>Managing Principal</td>
<td>Passport Real Estate LLC</td>
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<tr>
<td>Roland S. Merchant, Jr.</td>
<td>Director</td>
<td>Eastdil Secured, LLC</td>
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<td>Quintin E. Primo III</td>
<td>Chairman &amp; Chief Executive Officer</td>
<td>Capri Capital Partners, LLC</td>
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<tr>
<td>James H. Simmons III</td>
<td>Partner</td>
<td>Ares Management LLC</td>
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## REEC MEMBERS

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<tr>
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<tr>
<td>W. Jeffrey Beckham</td>
<td>Fund Manager, Premier Property Fund</td>
<td>Jamestown, LP</td>
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<tr>
<td>Herman E. Bulls</td>
<td>Chief Executive Officer, Public Institutions</td>
<td>Jones Lang LaSalle</td>
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<tr>
<td>Gwendolyn L. Butler</td>
<td>President</td>
<td>Capri Capital Partners, LLC</td>
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<tr>
<td>Richie L. Butler</td>
<td>Managing Director</td>
<td>Prescott Group</td>
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<tr>
<td>Sam Chandan</td>
<td>Professor in the Associated Faculty of Real Estate</td>
<td>The Wharton School, University of Pennsylvania</td>
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<tr>
<td>John Green</td>
<td>Managing Director</td>
<td>MacFarlane Partners</td>
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<tr>
<td>Ronald A. Homer</td>
<td>Managing Director</td>
<td>RBC Global Asset Management, Inc.</td>
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<td>Kenneth Jett</td>
<td>Managing Director</td>
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<tr>
<td>Todd A. Gomez</td>
<td>Senior Vice President</td>
<td>Bank of America Merrill Lynch</td>
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<td>Albert Gentry</td>
<td>Managing Principal</td>
<td>Cornerstone Development, LLC</td>
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<td>Danita Johnson</td>
<td>Senior Investment Manager</td>
<td>Franklin Templeton Investments</td>
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<tr>
<td>Tammy Jones</td>
<td>President</td>
<td>Basis Investment Group, LLC</td>
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<td>Jair K. Lynch</td>
<td>President &amp; Chief Executive Officer</td>
<td>JAIR LYNCH Development Partners</td>
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<td>Lyneir Richardson</td>
<td>Executive Director, The Center for Urban Entrepreneurship &amp; Economic Development</td>
<td>Rutgers Business School</td>
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<td>Jonathan H. Richter</td>
<td>Managing Director</td>
<td>RREEF/Deutsche Bank</td>
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<td>Managing Director</td>
<td>Colony Realty Partners, LLC</td>
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<td>Asset Manager, Northeast</td>
<td>Equity One Inc.</td>
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<td>St. Edmund’s Redevelopment Corporation</td>
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<td>Careina Williams</td>
<td>Principal-Acquisitions &amp; Asset Management</td>
<td>Artemis Real Estate Partners</td>
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<tr>
<td>Oscar Groves</td>
<td>Executive Director, REEC</td>
<td>REEC</td>
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<tr>
<td>George C. Fatheree, III</td>
<td>Associate</td>
<td>Skadden, Arps, Slate, Meagher &amp; Flom LLP</td>
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GUESTS

Judith Aidoo  
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Caswell Capital Partners LLC

Boye Akinola, AIA  
President  
Boye Architecture & Development Advisors

Daren Bascome  
Managing Director  
Proverb

Buwa Binitie  
Managing Principal  
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Zanzibar Management Group

Jeffery J. Daniels  
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Craig Dean  
President  
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Stephanie L. Williams  
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Bozzuto Management Company

Eric S. Yarbrough  
Senior Vice President  
CBRE, Inc.
Alan Raynard Braxton

Alan was born on December 22, 1960 in Philadelphia, PA. He was the youngest of five children born to John and Verná Braxton. He attended Charles W. Henry Elementary School grades K-8, where he graduated as one of its top students. As a result of this achievement he was selected to attend Central High School, a magnet school within the city of Philadelphia. Alan developed a strong work ethic at a very young age. He was a newspaper delivery boy in middle school and stocked shelves at a local retail store in high school.

Alan attended Indiana University of Pennsylvania where he majored in statistics and business. In 1979, during his sophomore year, he became a charter member of the Lambda Mu Chapter of Phi Beta Sigma Fraternity.

Alan graduated in 1982 and pursued a career in mortgage lending at Mellon Bank in Pittsburgh. He stayed there for two years and was encouraged by a veteran employee of the bank to apply to The Wharton School of Business. He received his MBA from Wharton in 1987 and resumed his professional career in brand management and marketing with the Quaker Oats Company in Chicago. While at Wharton, he met and fell in love with Deborah Bennett, who also accepted a position at the Quaker Oats Company in Chicago after graduating from Wharton.

In 1990, Alan and Deborah relocated to Los Angeles where they married and Alan began a new career in commercial real estate with LaSalle Partners. They had two children, Alan, Jr. (AJ) and Christina, during their six-year stay in Southern California. In 1996 Alan relocated back to Chicago to assist LaSalle Partners in a merger with Jones Lang Wooten. In 2003, Alan became a founding member of Presidio Partners LLC, one of the most successful boutique real estate investment firms in the country. He and his partners, or “my other spouses” as Alan liked to call them, oversaw day-to-day operations until the company was acquired by Macquarie Bank in 2010. It was one of Alan’s proudest professional accomplishments in an investment real estate management career that spanned more than 20 years.

Alan considered himself a very “lucky guy” because he knew he had family and friends who loved him dearly. He was a selfless giver, both personally and professionally. Alan frequently shared his expertise as a mentor and advisor to friends, family and colleagues. As a dedicated philanthropist, he served on the board of Heartland Alliance and gave generously to other numerous causes.

Alan Raynard Braxton is survived by his wife Deborah, children Alan Jr. and Christina, his mother Verná Poitier and siblings Janet, John, Dennis, Kenneth, Sharon, Keith and nieces, nephews and cousins who will miss him dearly.
IN MEMORY OF

Alan Braxton

DECEMBER 22, 1960 – APRIL 9, 2014

A true titan in the real estate investment industry, on behalf of all of us at the Real Estate Executive Council whose lives he touched.

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