

REAP RE-View

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FALL 2011

REAP—THE REAL ESTATE ASSOCIATE PROGRAM

REAP is a talent resource and an advanced educational program that exposes successful minority professionals to the world of commercial real estate

REAP is supported by



REAP is sponsored by



REAP DEBUTS IN LA—NY PROGRAM UNDERWAY

REAP is now a coast to coast program with the simultaneous launch of its inaugural effort in Los Angeles and its fourth class in New York City. "This represents a significant milestone for **REAP**," said Gregg McCort, **REAP's** president and executive director. "After 14 years, **REAP** has not only crossed the Mississippi but also for the first time launched two concurrent sessions."

Shopping center giants Macerich and Westfield are market specific sponsors of **REAP LA** and Macerich has lent its training room as the **REAP** classroom.

Both classes began in early September with December graduation dates set. For more details, see page 4.



REAP ATLANTA GRADUATES CLASS OF 2011

After completing a 13 week, 28 class curriculum, the **REAP** Atlanta class of 2011 graduated on Tuesday, May 3. One of Atlanta's premier shopping malls, Phipps Plaza, was the setting for the ceremony. Its owner, Simon Property Group, sponsored the evening which was highlighted by keynote speaker **James Pitts** from Johnson Controls.

The 27 graduates benefited from a wide berth of topics that ranged from LEED development to a case study of the Atlanta Beltline project. **Rashad Davis** from Wells Fargo (and a **REAP** alumni) was the featured speaker for the March 29 mid-term reception which was sponsored by Wells Fargo at Atlanta's prestigious 191 Club.

Special thanks to **Lynn Smith** and **Amanda Ethridge** who guided the Atlanta program from beginning to end. Thanks also to the other members of the **REAP** Atlanta Advisory Council, especially **Chuck Alexander** from Wells Fargo and **Michael Romstad** from Simon.

Finally a tip of the hat to the outstanding **REAP** Atlanta faculty.



REAP board members Michael Tabb and Brian Hooker address the graduates.



Keynote speaker James Pitts from Johnson Controls.

REAP ATLANTA CLASS OF 2011

Jacqueline Adams Williams
Bryan Allen
Ricardo Alvarez-Tostado
Keith M. Burley
Markus J. Butts
Everette D. Carr
Stephanie N. Dingle

Susan E. Evans
Franmicka L. Ford
Arthur R. Fuller
Tomerio Harris
Eric J. Heyward
Christopher M. Howard
J'Louis R. Hunter

Cynthia Karuri-Kropac
Frederick A. Luster
Melissa Moore
Jonathan B. Moore
Susan Nicholas
Sean C. Norman
Chrys A. Rogers

Jalia A. Scales
Kimberly Davis Smith
Erica Watters
Brian T. White
Robert B. White
Gerano B. White

THE ATLANTA LOCAL ADVISORY COUNCIL

Lynn Smith*

Alridge Lynch
Amanda Ethridge
Brian Hooker
Cheryl Freeman
Chuck Alexander
Daryl Jones
Debbie Koenig
Jeff DuFresne
Jody Saka
Michael Romstad
Michael Tabb
Patricia Luster
Patrick Davis
Reginald Mackey
Samir Idris
Stephanie McCaster
Tosin Odesanya
Vincent Ingram

*Advisory Council Director

Bold: REAP Board Members

(most of the advisory council also served as faculty)

REAP ATLANTA CLASS OF 2011

Photos courtesy of Sara Hanna Photography.





RE-View

ULI EVENT HIGHLIGHTS REAP LA

ULI's Fall Meeting will provide the backdrop for **REAP LA's** mid-term reception, an event bringing together multiple diversity efforts in the commercial real estate world. The October 25 event coincides with ULI's major conference at the Los Angeles Convention Center.

The 28-student **REAP LA** class which will be honored at this event is an impressive mix of professional experience in concert with outstanding educational credentials.

Special thanks to the **REAP LA** Advisory Council who worked behind the scenes to make **REAP LA** a reality.

Starlett Quarles (advisory council director)
John Brown (The Bedford Group)
Walter Cathey (Fresh and Easy)
Michelle Dennis (BOMA)
Cynthia Fusco (NAIOP)

Joan Hanson (Westfield)
Phil Hart (Hart Realty Advisors)
Walter Maynard (Housing Authority-City of Los Angeles)
Stan Mullin (MCA Receiverships)
Lani Noel (Westfield)

Additional thanks to Michael Goodman from BOMA and Cynthia Pettyjohn from NAIOP for helping out on student interviews.

IN THE NEWS...

REAP DC class of 2010 held a **REAP** fundraiser on September 15. Special thanks to alums Dee Hunter and Karen Todd for all their work as well as to all who contributed especially **REAP** graduate Robb Parker.

REAP has a newly designed website. Check it out at www.projectreap.org.

Thank you to ICSC and NAIOP for providing free yearly memberships to the new LA and NY classes as well as ULI for providing its Real Estate Development textbook.

And to longtime sponsors McDonald's, Simon Property Group and Wal-Mart Realty who not only provide financial support but classroom talent as well

REAP NY WELCOMES 26 NEW STUDENTS

Following in the footsteps of distinguished **REAP** New York graduates, the class of 2011 took its seats for the first time on September 6. The 13 week program is held at ICSC's Lifelong Learning Center in midtown Manhattan. Key players in bringing **REAP** back to New York include:

Lamont Blackstone (REAP Board Member)
Joe French (REAP Board Member)
Martin Holland (Concrete Stories)
Dwayne Jeffrey (AAREPNY)
Michelle Lawson (2010 REAP Graduate)
Rich Lechtman (NAIOP-NY)
Justine Martin (2010 REAP Graduate)
Jay Meran (Okada and Co)
John Parkinson (ULI-NY)
Gardner Rivera (2010 REAP Graduate)
Rashied Rushing (2010 REAP Graduate)
David Simon (Winoker Realty)
Paul Wong (2010 REAP Graduate)
Eric Yarbrow (CBRE)



REAP is a 501(c)(3) organization.
Gregg A. McCort, Executive Director – President
Michael J. Bush, ESQ., Founder – Senior Mentor
Bryon Barlow, Chairman of the Board

For more information, go to www.projectreap.org.