

REAP RE-View

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WINTER/SPRING 2012

REAP Goes Coast to Coast

It wasn't enough for **REAP** to go back to New York for its fourth ever program in the Big Apple, it also had to launch its first foray in Los Angeles. So not only did **REAP** execute two events simultaneously for the first time, it did so at land's end on both coasts. In total, 27 minority professionals graduated from **REAP LA** with 25 counterparts doing the same from **REAP NY**. Both classes typified the high quality **REAP** classes inherent since the beginning. Investment, legal, property management, computer science, urban development, brokerage, development, finance—all represented within both classrooms.

REAP LA was locally sponsored by Macerich and Westfield.

Visit www.projectreap.org for class links including photos and biographies.

THE REAP NY CLASS OF 2011

Jamar Arbello	John Levar
Abiola Ayinde	Joshshina McGlotten
Irene Chen	Franklin Montero
Shanel Curry	Joseph Moreno
John Gilmore	Siree Morris
Michael Gittens	Ryan Rodriguez
Keira Gomez	Ines Saldana-Olesen
Jason Grant	Deteisha Smith
Karen Gray	John Tandana
Kendrick Harris	Susana Tsao
Natalie Hooper	Russell Washington
Jennifer Hsu	Todd Wiley
Dion Keene	
William Lawyer	

THE REAP LA CLASS OF 2011

Nancy Aldredge	Janet Kelly
James Brewer	Mark Lewis
Gerald Brown	DuBois McMillan
Karen Cervantes	George Pamilton
Edmond Collier II	Olivia Patterson
Justin Francis	Allan Sanchez
LaVonn Gilbert	Robert Saunderson
Shmel Graham	Ade Shabazz
Karen Hamilton	Julian Taylor
Yonnine Hawkins Woods	Gregory White
George Hernandez	Charles Wilson
Dionne Jackson	Charles Wren
Linnelle Johnson	Dwayne Wyatt
David Jones	

MISSION STATEMENT

To educate minority professionals in the disciplines of commercial real estate in order to create career opportunities for the student and a significant talent resource for the real estate industry.



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Marcus & Millichap
White Plains, NY



Peggy Newquist
Senior Director
McDonald's USA
Oak Brook, IL

The REAP Board of Directors



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Michael Kercheval
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International Council of
Shopping Centers
New York, NY



Nat Centeno
Senior General Manager
Forest City Enterprises
Henderson, NV



Carla Merritt
President
LeDroit Park Development
Washington, DC

PLATINUM LEVEL



Founded in 1957, the International Council of Shopping Centers (ICSC) is the global trade association of the shopping center industry with 60,000 members in over 80 countries.



Walmart Realty, a division of Wal-Mart Stores, Inc., is a real estate arm of the nation's largest retailer that offers many development opportunities nationwide.

GOLD LEVEL



NAIOP, the Commercial Real Estate Development Association, is the leading organization for developers, owners and related professionals in office, industrial, retail and mixed-use real estate



McDonald's is the leading global foodservice retailer with more than 32,000 local restaurants serving more than 64 million people in 117 countries each day.



ULI, the Urban Land Institute, represents the entire spectrum of land use and real estate development disciplines working in private enterprise and public service.



Simon Property Group, Inc. is an S&P 500 company and the largest real estate company in the U.S. with ownership or interest in 391 properties comprising 262 million square feet of gross leasable area.



American Express Company or AmEx, is best known for its credit card, charge card, and traveler's cheque businesses which account for approximately 24% of the total dollar volume of credit card transactions in the US.

SILVER LEVEL



Based in Washington, DC, NMHC is a national association representing the interests of the larger and most prominent apartment firms in the U.S.



Jones Lang LaSalle is a financial and professional services firm specializing in real estate services and investment management.



Macerich (is one of the country's leading owners, operators and developers of major retail properties with total gross leasable area of 71 million square feet in 70 regional malls



The Westfield Corporation Inc has interests in and operates one of the world's largest shopping centre portfolios with approximately 23,900 retailers in 10.5 million square metres of retail space.

SUPPORTERS



The Apartment and Office Building Association of Metropolitan Washington is the leading membership organization representing commercial and multi-family residential real estate in the Washington, DC area.



Founded in 2003, the Real Estate Executive Council is a 501 (c) (6) professional trade association composed of minority men and women executing business in the commercial real estate industry.

PARTNER



The Building Owners and Managers Association (BOMA) International is an international federation of more than 16,500-plus members which own or manage more than nine billion square feet of commercial properties.

Special thanks to recently departed board members Felicia Hamilton and Dwight Taylor for their long standing service to REAP.

The REAP LA Graduation—December 8, 2011 Santa Monica Place, Santa Monica, California

Photos of REAP LA graduates taken with REAP LA directors Starlett Quarles of UrbanX Marketing and Stan Mullin of Mullin Capital and Asset Management.



REAP LA FACULTY

Special thanks to all those who lent time and talent to the inaugural REAP LA class.

- Tim Darnell**
John Leuken
Helen Singer
Kwame Braithwaite
Paul Collins
Michelle Porter
McDonald's Corporation
- Michael Banner**
LA LDC
- John Sullivan**
Keystone Mortgage
- Bob Aptaker**
Ken Gillett
Dave Piper
Macerich
- Cynthia Fusco**
NAIOP
- Phil Hart**
Hart Realty Advisors
- Daryl Carter**
Avanath Partners
- Michelle Dennis**
BOMA
- John Gregory**
Saris Regis
- Steve Muller**
The Muller Companies
- Patrick Maloney**
Pro Logis
- Allison Lynch**
Watt Companies
- John Brown**
Saki Middleton
The Bedford Group
- Joseph Markling**
Tony Ecker
CBRE
- Stan Mullin**
MCA Receiverships
- Sam Foster**
Jones Lang LaSalle
- Bryce Ross**
Caruso
- Robert Davis**
Matt Smith
Wal-Mart Realty
- Marty Shelton**
John Raudsep
NAI Capital
- Lance Williams**
- Bob Wissmann**
Millie and Severson
- Jerry Neuman**
Shepherd Mullin
- Sarah Vasquez**
Cary Stump
David Kroes
Westfield

The REAP NY Graduation—December 1, 2011 ICSC Headquarters, New York, NY

Photos of REAP NY graduates with Gregg McCort, executive director/ president of REAP



REAP NY FACULTY

Thanks to the REAP NY faculty, many of whom reprised their roles from 2010.

Glenn Rufrano
Sujohn Sarkar
 Cushman + Wakefield

Jeff Brodsky
 Related Management

Rick Lechtman
 Ackman-Ziff

John Parkinson
 ULI

Lamont Blackstone
 GL Blackstone and Associates

Robert Davis
Tony Fuller
Mary Rottler
 Wal-Mart Realty

Brooks Wells
 RREEF

Wendy Rowden
 Jonathan Rose Co.

Eric Yarbro
 CBRE

Andrew Lofredo
 Ashkenazy Acquisitions Corp.

Andrew Cooke
 Hines Development

Ken Knuckles
 Upper Manhattan
 Empowerment Zone

Alisa Mall
 Carnegie Foundation

Terrence Murray
 Prudential

Dan Passarello
 ATCO Properties and Management

Gary Rappaport
 The Rappaport Companies

Carol DeMarco
Joe Lombardi
 McDonald's

Allen Cooperman
 Welco Realty

Elise Jaffe
 Dress Barn

Andrew Herz

Paul Massey
 Massey-Knakel

SPECIAL THANKS TO...

Macerich (Gene Kruger, Kristin McCormick, Julia Ladd) for its financial support, providing the REAP LA classroom and allowing REAP to use its conference room at Santa Monica Place for the REAP LA graduation.

Westfield (Stan Duncan, Joan Hanson, Lani Noel) for its support of REAP LA both financially and professionally in the screening/interview process as well as in the classroom.

Starlett Quarles, Stan Mullin, Phil Hart, Cynthia Fusco, Michelle Dennis, John Brown, Walter Cathey, Walter Maynard, Cynthia Pettyjohn and Pamela Thornton for their help in making REAP LA a reality.

John Parkinson, Eric Yarbrow, David Simon, Martin Holland, Joe French, Lamont Blackstone, Katrina Rainey, Annie Yao, Jay Meran and Dwayne Jeffrey for their assistance with REAP NY.

Michelle Lawson, Rashied Rushing, Gardner Rivera and Justine Martin for monitoring the REAP NY classes.

ICSC for providing memberships to the REAP NY and REAP LA students as well as textbooks and classroom space for REAP NY.

NAIOP for providing free memberships to the REAP LA and REAP NY classes.

McDonald's and Wal-Mart Realty for their ongoing financial support and classroom talents.

NMHC for providing continued financial support and classroom assistance in both New York and Los Angeles.

ULI and ULI-LA for its sponsorship of the REAP LA mid-term reception along with free memberships and textbooks.

ULI-NY for inviting REAP NY to a special networking event on September 15 and free memberships to the REAP NY class.



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.

REAP ALUMNI ON THE MOVE

Keith Sellars (REAP DC 1998) appointed CEO at WDCEP

Patrece Thompson (REAP Atlanta 2003) working at Bank of America as a business banking leasing specialist

Paul Wong (REAP NY 2010) now managing director at Keller Williams in New York City

Youshea Berry (REAP DC 2007) named Obama Appointee in the Bureau of Legislative and Public Affairs at US Agency for International Development. She is also a Congressional Liaison to the United States Senate.

Maininder Sethi (REAP DC 2010) is now a Senior Vice President with the commercial division of Long and Foster

Joseph Irineo (REAP NY 2008) Elected President of Board of Trustees at Trump Plaza Residences; Executive MBA candidate at Cornell University's Johnson Graduate School of Management (Class of 2013)

George Pamilton (REAP LA 2011) is now a broker associate at Keller Williams

Markus Butts (REAP Atlanta 2011) working in Land Acquisition for the City of Atlanta-Bureau of Engineering

Denise Everson (REAP DC 2010) now a project architect with District of Columbia Housing Enterprises

Eric Heyward (REAP Atlanta 2011) is now a project manager with SHEDDarchitecture.

Nat Centeno (REAP DC 2003 and REAP board member) is now Senior General Manager at the Galleria at Sunset in Henderson, NV

REAP 2012 Programs

Atlanta (April to June)
 Cleveland (September to December)
 Los Angeles (September to December)