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.

<table>
<thead>
<tr>
<th>THE REAP NY CLASS OF 2011</th>
<th>THE REAP LA CLASS OF 2011</th>
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<tr>
<td>Jamar Arbello</td>
<td>Nancy Aldredge</td>
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<td>Abiola Ayinde</td>
<td>James Brewer</td>
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<td>Irene Chen</td>
<td>Gerald Brown</td>
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<td>Shanel Curry</td>
<td>Karen Cervantes</td>
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<td>John Gilmore</td>
<td>Edmond Collier II</td>
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<td>Michael Gittens</td>
<td>Justin Francis</td>
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<td>Keira Gomez</td>
<td>LaVonn Gilbert</td>
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<td>Jason Grant</td>
<td>Shmel Graham</td>
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<td>Karen Gray</td>
<td>Karen Hamilton</td>
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<td>Kendrick Harris</td>
<td>Yonnine Hawkins Woods</td>
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<td>Natalie Hooper</td>
<td>George Hernandez</td>
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<td>Jennifer Hsu</td>
<td>Dionne Jackson</td>
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<td>Dion Keene</td>
<td>Linnelle Johnson</td>
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<td>William Lawyer</td>
<td>David Jones</td>
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<td>Janet Kelly</td>
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<td>Mark Lewis</td>
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<td>DuBois McMillan</td>
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<td>George Pamilton</td>
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<td>Olivia Patterson</td>
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<td>Allan Sanchez</td>
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<td>Robert Saunderson</td>
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<td>Ade Shabazz</td>
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<td>Julian Taylor</td>
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<td>Gregory White</td>
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<td>Charles Wilson</td>
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<td>Charles Wren</td>
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<td>Dwayne Wyatt</td>
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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.

REAP—THE REAL ESTATE ASSOCIATE PROGRAM  

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.

Wal-Mart, 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.

American Express Company or AmEx, is 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 U.S.

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

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
NAICP
Phil Hart
Hart Realty Advisors
Daryl Carter
Avanalh Partners
Michelle Dennis
BOMA
John Gregory
Sara Rega
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 Receivables
Sam Foster
Jones Lang LaSalle
Bryce Ross
Caprate
Robert Davis
Matt Smith
Wal-Mart Realty
Marty Shelnor
John Raudsep
NAI Capital
Lance Williams
Bob Wissmann
Millie and Severson
Jerry Neuman
Shepherd Mullin
Sarah Vasquez
Cary Stump
David Kroes
Westfield
Photos of REAP NY graduates with Gregg McCort, executive director/president of REAP

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

- Glenn Bufano
- 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
- 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 Passarelli
- ATCO Properties and Management
- Gary Rappaport
- The Rappaport Companies
- Carol DeMarco
- Joe Lombardi
- McDonald's
- Allen Cooperman
- Welis Realty
- Elise Jaffe
- Dress Barn
- Andrew Herz
- Paul Massey
- Massey-Knabel
SPECIAL THANKS TO...

Macerich (Genene 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 Yarbro, 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.

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 PAMLANTON (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 ALUMNI ON THE MOVE

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 2012 Programs

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