REAP Expansion Continues
Columbus debuts in 2014; Dallas-Fort Worth new in 2015; Houston on the horizon

REAP, the commercial real estate industry’s leading diversity initiative, is aggressively expanding across the country with four new markets added since 2011 and the possibility of several new markets coming on board in 2015 and 2016.

Last fall, Columbus, Ohio was the latest city to welcome REAP with the support of the Easton Community Foundation, the charitable outreach of Steiner + Associates, and LBrands Foundation, the philanthropic arm of Limited Brands. Ohio is now the first state to house two REAP programs with Cleveland having conducted events in 2012 and 2013.

REAP Columbus graduated 24 professionals of color who were exposed to central Ohio’s fast moving real estate market (see photos on page 10 and 11).

Dallas-Fort Worth steps to the fore this spring with REAP’s first program in the southwest. “It took us some time to get DFW on the REAP schedule,” said Gregg McCort, REAP’s executive director, “but everything eventually fell into place and it will be great to launch REAP in one of the country’s most vibrant real estate markets.” As with all REAP programs, local BOMA, NAIOP and ULI chapter heads were significant in getting Dallas-Ft.Worth to the launch point along with local heavyweights such as CBRE, Behringer, Howard Hughes Corporation and Emmitt Smith Legacy among others providing logistical assistance.

REAP DFW will run through May 7. Almost in lockstep, the REAP LA program debuts two weeks later and continues through May 21. Los Angeles has quickly established itself as one of REAP’s foundational markets linking Southern California professionals of color to CRE.

Returns to Atlanta and Washington DC will highlight this fall’s REAP schedule as well. Houston is in a planning process with a possible kickoff in early 2016. In fact, things are so busy in the REAP universe, New York is waiting in the wings for a calendar opening to launch its sixth program.

“Houston would continue our history of opening up one new market a year,” said McCort. “I have even received inquiries about taking the program to other cities including Toronto which would be REAP’s first effort outside the United States. It is a busy but exciting time for REAP has it sets its flag in more and more markets. It can only mean good things for our graduates and real estate companies looking for great talent.”

Follow and Add @projectreap
REAP Staff and Board of Directors

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.

The REAP Staff
Gregg A. McCort
Executive Director/President
New York, NY
gmccort@projectreap.org

Osa Bartholomew
Program Manager
New York, NY
obartholomew@projectreap.org

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McDonald’s USA
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International Council of Shopping Centers
New York, NY

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Executive Managing Director
Colliers International
New York, NY

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Gold Level

Silver Level

Supporters
REAP Chicago graduates pictured with Angela Brooks, REAP Chicago 2009, REAP Planning Committee Director

REAP Chicago Class of 2014

Adam Zagata  Jose Ramos  Nykea Pippion-McGriff
Aja Parker  Juan Elias  Reginald Richardson
Carleen Lewis  Kerry Jackson  Sayiddah McCree
Cathy Wu  Kevin Truitt  Tomeiko Windham-Sewell
Chet Jackson  Mark Ferguson  Toriano Horton
Garreth Daniels  Meisha Holmes  Zainab Adio-Saka
German Llanos  Nevin Harris
REAP Columbus Class of 2014

Ashley Thomas
Autumn Glover
Clarence Simmons
Danielle Alexander
D’Metria Alston
Donald Waytes Jr.
Gail Hubert

Ian Labitue
Jason Wells
Kevin Rankin
Linh Ta
Lorenzo Thompkins
Malva Alexander
Marjorie Hill
Maurice Hillman

Nancy Pyon
Otto Beatty, III
Russell Marzette Jr.
Sheila Bennett
Sherry Bean-Lloyd
Thomas Weaver
Tina Watkins
Tyler Ford

REAP Columbus graduates pictured with Ben Tyson, Director of Community Relations, Steiner + Associates, and Michelle Mills, Columbus City Councilwoman
**REAP 2014 Faculty**

**REAP Chicago Faculty**

- Norris Eber
  - ICSC
- Hugh Williams
  - NAIOIP
- Jaclynne Madden
  - BOMA
- Connel Hasten
  - ULI
- Cameron Treffy
  - NAIOIP
- Meredith Darnall
  - GGP
- Teddy Reed
  - GGP
- Patricia Theokas
  - JLL
- Mark Teninson
  - Equity Residential
- Julie Reed
  - Waterton Residential
- Greg Lomiak
  - Waterton Residential
- Drew Nieman
  - US Equities Realty LLC
- Charlie Moriarty
  - Harbor Group Management
- Alan Bouchler-Hayes
  - CenterPoint Properties
- Mark Blackwell
  - GGP
- Brian McCarthy
  - GGP
- Adam Roth
  - Centerpoint
- Courtney Pogue
  - Cook County
- Andrew Massaman
  - GGP
- Liz Holland
  - Abell Associates
- Michael Thanasouras
  - Sperry Van Ness
- Rick Kinnard
  - Wal-Mart Realty
- J. P. Suarez
  - Wal-Mart Realty
- Virginia D. Coggins
  - McDonald's
- Maurice King
  - McDonald's
- Tom Barteczki
  - McDonald's
- Duncan Smith
  - DK Mallon
- Mike Mallon
  - DK Mallon
- Gordon Ziegenhagen
  - DK Mallon
- Dean Klein
  - Starbucks
- Noah Johnson
  - New York Life
- Mark Ilanetz
  - Wicker Park Capital Management
- Matthew Wurzbach
  - Draper and Kramer

**REAP Los Angeles Faculty**

- Michele Dennis-Ware
  - BOMA
- Desmond Brown
  - McDonald's
- Malcolm Johnson
  - BOMA
- David Waite
  - Cox, Castle & Nicholson LLP (ULI)
- Art Pearlman
  - Arthur Pearlman Corporation
- Sam Foster
  - Jones Lang LaSalle
- Robert E. Wissermann
  - Millie & Severson, Inc.
- Nick Shaffer
  - Millie & Severson, Inc.
- Ryan Spruston
  - Gensler
- Michael Banner
  - Los Angeles LDC Inc
- Bruce Ross
  - Carolus Affiliated
- John Sullivan
  - Keystone Mortgage
- Ron Buchanan
  - Cox, Castle & Nicholson LLP
- Alexander DeGood
  - Cox, Castle & Nicholson LLP
- Virginia D. Coggins
  - McDonald's
- Lori Nunez
  - McDonald's
- Michele Porter
  - McDonald's
- Dr. Philip Hart
  - Hart Realty Advisors
- Rick Kinnard
  - Wal-Mart Realty
- Charles Quaries
  - The Bedford Group
- John Brown
  - The Bedford Group
- Bob Agtaker
  - Macerich
- Dave Piper
  - Macerich
- Patrick Maloney
  - Circle Industrial
- Steve Muller
  - The Muller Company
- Tom Tierney
  - Westfield Corp Inc
- Jun Sakamoto
  - Avanath Capital Management
- Joseph W. Markling
  - CB Richard Ellis
- Joan Hanson
  - Westfield
- Solomon Poretsky
  - Sperry Van Ness

**REAP Columbus Faculty**

- Aimee D’Amore
  - BOMA
- Nick Harpster
  - Lifestyle Communities
- Bob Matias
  - ICSC
- Debbie Lee Dougherty
  - NAIOIP
- Richard Shuen
  - NAIOIP
- Ken Bowen
  - NMHC
- Donald Roberts
  - CBRE
- Keith Burgess
  - Huntington Bank
- Jim Haring
  - Equity
- Hope Sherman
  - Equity
- Mark Wagenbrenner
  - Wagenbrenner
- Steve Gerber
  - Glimcher Realty Trust
- Robert White
  - Daimler
- Paul Ghidotti
  - Daimler
- Yaromir Steiner
  - Steiner and Associates
- Chris Thompson
  - Nationwide
- Chris Bradley
  - Nationwide
- Victor Fildes
  - Glimcher Realty Trust
- Ken Marshall
  - Glimcher Realty Trust
- Scott Barrett
  - Glimcher Realty Trust
- Armand Mastopietro
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- Jed Reichard
  - Glimcher Realty Trust
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  - Cushman & Wakefield
- Lisa Blosnich
  - Equity Office
- Adam Kellner
  - ING
- Michael McCreary
  - Westfield
- Laura Crawford
  - Jones Lang LaSalle
- Virginia D. Coggins
  - McDonald's
- Mark Wagenbrenner
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- Aimee D’Amore
  - BOMA
- Ken Emson
  - NMHC
- Barb Nicklas
  - ICSC
- Lisa Rother
  - ULI
- Tom Bisacquino
  - NAIOIP
- Anita Morrison
  - Partners for Economic Solutions
- Clint Jackson
  - Hannibal Advisors
- Buwa Binitie
  - Equitable
- Virginia D. Coggins
  - McDonald's
- Michael Banner
  - Los Angeles LDC Inc
- Karen Penafiel
  - BOMA
- Hilary Goldfarb
  - Bozzuto Development
- Brad Coker
  - Bozzuto Management Company
- Bob Schofield
  - Akridge
- Todd Walker
  - Akridge
- Benjamin Conn
  - Cassidy Turley
- Robb Parker
  - Vornado/Charles E. Smith
- Gary D. Rappaport
  - SCMDFedin LLC
- Richard Hess
  - Vornado/Charles E. Smith
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**REAP Washington, DC Faculty**

- Gregory W. Rockeett
  - Hilton Worldwide
- David J. Wilk
  - CBRE
- Stanley Vondije
  - Four Points LLC
- Gina Merritt
  - NREUV
- Travis Rodgers
  - Walmart
- David R. Smith
  - Forest City Washington
- Robin McBride
  - Federal Realty
- Heather Howard
  - The JBG Companies
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**A Selection of REAP Graduates**

Over 700 professionals of color have graduated from the REAP program since its founding in 1998. Here are a few of our distinguished alumni and the positions they occupy in the business world.

<table>
<thead>
<tr>
<th>Quinn Green</th>
<th>Associate Broker</th>
<th>REAP Atlanta 2012</th>
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<tr>
<td>Candace Taylor Anderson</td>
<td>Director, Sustainability</td>
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<td>Katrina Rainey</td>
<td>Real Estate Portfolio Manager</td>
<td>REAP LA 2012</td>
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<tr>
<td>Jimena Sayavedra</td>
<td>Associate Advisor</td>
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<td>Angela Brooks</td>
<td>Senior Contract Administrator</td>
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Alumni on the Move

Raquel Arteaga (REAP Chicago 2013) moved from CBRE-Chicago as Client Service Specialist to CBRE-Miami as a dedicated Transaction Specialist on the GE account for their Latin America portfolio.

Abiola Ayinde (REAP NY 2013) is currently at J.P. Morgan Asset Management doing strategy and analytics in the COO function.

Tina Backstrom (REAP LA 2012) received her California Professional Engineers License in Traffic and is now the Public Information Officer for the City of Los Angeles, Department of Transportation.

Otto Beatty (REAP Columbus 2014) recently developed and opened a virtual office facility in Downtown Columbus, Ohio called Intelligent Office which provides space and support solutions to over 80 professional service firms, entrepreneurs, satellite offices, and home based businesses.

Quentin Blanton (REAP LA 2014) accepted a new role with Blue Shield of California this past August as a business manager working with premier accounts.

Asha Brooks (REAP LA 2012) has been appointed by Governor Brown to the CA Board for Professional Engineers, Land Surveyors, and Geologists as a public member.

Natalie Hooper (REAP NY 2011) graduated from MIT Sloan School of Management in June 2014 with a MBA, concentrating in Real Estate and Finance then started working for Simon Property Group, as a Corporate Management Trainee in their Real Estate Executive In Training (REIT) program.

Karrie Howard (REAP Cleveland 2012) is now Assistant United States Attorney in the Northern District of Ohio.

Velvet Johnson (REAP DC 2013) is now in the Office of the Secretary of Defense for Policy appointed by the Obama administration where she advises on cybersecurity and critical infrastructure matters.

London Kemp (REAP LA 2012) has accepted the position of director of global real estate for NBCUniversal-West Coast.

Darnell Lambey (REAP DC 2013) is a Real Estate Analyst for MED Developers, LLC.

Sayiddah McCree (REAP Chicago 2014) was admitted to MIT Sloan School of Management for the Class of 2017.

Nykea Pippion McGriff (REAP Chicago 2014) has been installed as Vice President of Membership for Women’s Council of Realtors- Chicago Chapter.

Jonathan Moore (REAP Atlanta 2011) is now a real estate associate for Brick City Development Corporation (BCDC), the Economic Development Catalyst for the City of Newark, New Jersey.

Michelle Moore (REAP Cleveland 2012) is an External Relations Developer working for the Lorain County (Ohio) Urban League.

Cinnamon Pelly (REAP Columbus 2014) was selected by the Cincinnati Business Courier as part of this year’s class of Forty under 40.

Jose Ramos (REAP Chicago 2014) accepted into Marshall Bennett Institute of Real Estate program through the Walter E. Heller College of Business at Roosevelt University. He is also a Roldan Scholar/Fellow through the Teresa and Hipolito Roldan Scholarship Program for Tomorrows Hispanic Leaders in Community Development and Real Estate.

William Rice (REAP DC 2010) was promoted to Associate at Hines Interests where he served as Senior Analyst.

Derek Sanders (REAP Atlanta 2011) is now a Realty Specialist contractor for the Federal Aviation Administration (FAA) in Atlanta where he assists with leases and utilities for office space and NAVAIDS for the FAA Southern and Eastern Region.

William Sharp (REAP NY 2013) is Operations Manager for Rife International, a 8(a) certified construction firm focused on energy efficiency and sustainable development working with federal, state, and local Governments.

Staci Stout (REAP DC 2013) is a Brokerage Coordinator for JLL.

Angela Thompson and Byron Thompson (REAP Cleveland 2013) became full time agents with FASS Real Estate Services in Shaker Heights, Ohio.

Charles L. Wilson (REAP Los Angeles 2011) received his Master of Business Administration degree from California State University Long Beach in July 2014.