



REAP Chicago



Class of 2016

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Aaron Harris, a Chicago, Illinois native, is an emerging commercial real estate professional. Aaron's work has spanned the arenas of corporate sales, education, law enforcement, and real estate brokerage. Building on this multi-faceted career, Aaron's interest in real estate stems from a desire to understand, implement, and then educate others in the wealth creation and preservation principles associated with real estate investment. Aaron is dedicated to understanding the dynamic financial and social benefits commercial real estate has on society-at-large and how users of real estate make decisions. Aaron has recently completed and received certifications in the following online coursework: "Principles of Valuation: Time Value of Money" - University of Michigan, "Fundamentals of Quantitative Modeling" - University of Pennsylvania Wharton, and "Business Metrics for Data-Driven Companies" - Duke University.



Alenda Durr is from Chicago, IL, with a B.A. degree from University of Illinois at Urbana-Champaign and a M.S. in Human Resources from Loyola University Chicago. Mrs. Durr worked as an accomplished Human Resources professional for 20 years. She received her license as a real estate agent in 2016 and is now working successfully in the residential and property management arenas. She is co-owner of Kingstone, Incorporated, a residential property rehab and investment company that she leads with her husband. Mrs. Durr is interested in expanding her real estate knowledge base by gaining commercial real estate experience in retail development and management of multifamily/mixed-use residential properties.



Andrea Janes is based in Evergreen Park, Illinois where she is a Legal Administrative Assistant at McDonald's USA. She holds a Bachelor of Arts in English from DePaul University.



Andreanita Hughes is a self-employed managing broker currently providing services in residential real estate within Illinois. She has been a licensed broker for 14 years. Andreanita has a BS degree in Technical Management from DeVry University and an MBA from Keller Graduate School of Management. She is a member of National Society of Leadership and Success, National Association of Realtors and Illinois Association of Realtors. Her goal in commercial real estate is to focus on retail development as well as gaining a greater understanding of tenant representation.



Antonia Mills is based in Chicago, Illinois where she is an Attorney. She serves as General Counsel at Chicago Hope Homes. Antonia holds a Juris Doctor (JD) from the Kent College of Law.



Chad Courtney is based in Evanston, Illinois where he is a Real Estate Portfolio Analyst at Walgreens Boots Alliance. He holds a Bachelor of Arts in Finance from Morehouse College, a Juris Doctor (JD) from the University of Illinois College of Law, and a Masters of Science in Real Estate Development from Columbia University.



Daniel Jackson, a native of Minneapolis, MN holds an MBA with emphasis in real estate from the University of St. Thomas in Minnesota, a Master's degree in Public Policy from the University of Minnesota-Twin Cities and a Bachelor of Arts degree in Spanish and communication from St. Olaf College in Minnesota. Daniel has 10 years of work experience in the field of education, working for TRIO, a federally funded college access program that serves low-income, first-generation youth and adults. These positions have developed his leadership and team-building skills, and taught him to be a catalyst for change. In his current work position with the Ebert Company, a conglomerate of media, print and production entities, he manages the day-to-day operations

of the office and also performs a variety of weekly operational tasks including working with the accounting department on bookkeeping tasks. Daniel's interest in commercial real estate is within the multifamily housing sector. He has a passion for the new urbanism concept, focusing on real estate developments that promote walkability, connectivity and sustainability. He views real estate through both a policy lens and a business lens, and believes that well-managed properties and developments can provide infrastructure in urban areas to spur growth and/or revitalization. Daniel currently holds professional membership in ULI, ICSC, IREM and the Chicago Association of Realtors – Commercial Forum.



Dionna Burkins is based in Chicago, Illinois where she is an HR Manager at JLL. She holds a Master's Degree in Labor & Human Resources from The Ohio State University and a Bachelor's Degree in Management from Miami University.



Donna S. Bracey, a proud Chicago native, holds a BS in Chemical Engineering from Howard University. Donna has an extensive background in Construction Project Management in the Residential, Commercial, and Industrial settings. As a strong Project Management Professional, Donna has been able to meet and exceed her client's schedules while staying under budget and having zero worktime recordable injuries. Donna's passion for Real Estate lead her to the 2016 Chicago class of Project REAP. Through her participation in Project REAP, Donna is focusing her efforts on becoming a Commercial Real Estate Developer, particularly on the southside of Chicago where community representation is not often present.



Elizabeth Gardner came to the Chicago REAP 2016 program with 20 years of experience in economic development and Supplier Diversity/Inclusion. Elizabeth served as the Senior Project Manager at the University of Chicago where she directed, planned and managed programs and services for minority and women owned businesses. She also leveraged corporate, external stakeholders including city, state and federal organizations, including national advocacy organizations while implementing strategies to elevate economic opportunities for small-midsized

businesses. Elizabeth has strong civic ties to her community, serves as on numerous non-profit Boards and co-founded a local civic organization, The Woodlawn Community Summit, a progressive initiative that drives the collaboration of community stakeholders to promote the comprehensive growth and well-being of the Woodlawn community which will be the future home of the Obama Presidential Center. She has received numerous awards and accolades for the work of the Summit. Her plans are to continue the transition to the real estate industry and is interested in project management, real estate development, management and acquisitions. Elizabeth is an alumnus of Indiana University, Bloomington, Indiana and is a certified Lean Six Sigma Green Belt practitioner.



Kelly Hales is based in Chicago, Illinois where she works in Real Estate Management at Hines. She holds a Bachelor of Arts in Political Science from Abilene Christian University and a Juris Doctor (JD) from the South Texas College of Law Houston.



Kimberly Morris, a Chicago native, holds a Bachelor's degree in Urban & Regional Planning and a Master's in Public Administration from the University of Illinois. With a passion and a commitment to developing thriving and sustainable commercial corridors, Kimberly has over five years of experience working in community and economic development. Currently, Kimberly is Business Services Manager for the Lakeview Chamber of Commerce where she provides outreach and technical assistance to local businesses in addition to supporting the Chambers retail recruitment and retention efforts. A keen understanding of commercial real estate, as gained in the REAP program, has proven to be essential as Kimberly works to develop underserved communities. Furthering her commitment to community development, Kimberly sits on the Board of Directors for Women in Planning and Development (WP+D) Chicago.



Maurel Samonte is currently the VP of Business Development and International Relations at Betancourt Realty specializing in luxury residential, commercial, and investment properties. She is also the Vice Chair of the Greater Chicago Chapter of the Asian Real Estate Association of America and recently presented a three-point initiative to her state's political leaders in Washington, DC. She was responsible for a multi-million dollar commercial and residential real estate asset portfolio which included a landmark status property. She was proud to have coordinated all the logistics of that landmark property for the inaugural launch of Open House Chicago presented by the Chicago Architecture Foundation. She brings expertise in marketing, operations, brokerage, negotiations, property and construction management and has worked with some of the largest commercial real estate firms in the world. Prior to joining Betancourt Realty, Maurel achieved success in the insurance, healthcare, and advertising industries working with leading companies like Blue Cross Blue Shield, Wm. Wrigley Jr. Company, and DowBrands. She attended the University of Wisconsin-Madison and majored in Communications and received her BS from the University of Houston in Professional Writing and Technical Communications. She currently serves on the Board of Directors of the Lane Tech Alumni Association, one of the largest high schools in the nation that has the distinction of graduating the most PhD candidates.



Maurice Gaston is based in Chicago, Illinois where he is Owner at Mainstream Architectural Group LLC. He holds a Bachelor of Fine Arts in Interior Design from the Illinois Institute of Art.



Miyako Oglesby is a Lead Scientist at Fresenius Kabi NAM and holds a Bachelor of Science degree from Purdue University. A Georgia native, Ms. Oglesby resides in Chicago; where she used REAP to transition into the commercial real estate sector. As a REALTOR and CNE (certified negotiation expert), she uses her negotiation skills to broker sales and leasing transactions. She is an emerging real estate developer targeting up and coming neighborhoods in the northwest Chicago suburbs. She is a member of ULI, IREM, and ICSC, and works as a consultant to Real Estate investors looking to invest in cash flow.



Moses Hall, an expert within the South Loop, Bronzeville, Bridgeport and Hyde Park neighborhoods, specializes in investment property acquisitions and purchases. Applying his market knowledge, along with his commitment to protecting his clients and maximizing value, Moses provides each client with a one of a kind buying experience.

Originally from New York, Moses earned his Bachelor's Degree in Arts, Entertainment, and Media Management from Columbia College Chicago, after which he opened his first business "MoHall Lofts" in the South Loop. While searching for the perfect premiere commercial event rental space to begin "MoHall Lofts," his love of commercial real estate ultimately began.

To further enhance his passion for real estate, Moses started his real estate career in 2014 as a licensed REALTOR®. His experience extended from helping first time buyers understand the home buying process to helping investors add to their portfolios. After mastering the home buying/investment purchase process and obtaining numerous five star reviews from his impressed clients, Moses decided to shift gears and focus solely on his original love of commercial real estate. To sharpen his skills, Moses was accepted into the highly competitive Project Real Estate Associate Program (REAP) program, which is an in-depth, intensive commercial real estate focused program. He graduated from the program in November, 2016.

Moses takes pride in his "hands on approach" to service the needs of each client during all stages of ownership. He customizes a strategic game plan to increase investor net worth, cash flow and preserve capital. In March, 2017, Moses joined Miller Chicago as Investment Property Specialist where his focus is redevelopment through commercial and investment properties. Through collaborative efforts, his ultimate goal is to revitalize communities and build wealth through real estate on the south side of Chicago.

Along with his deep passion for real estate, he actively pursues his love of music and the arts. Classically trained on the piano and keyboard, along with the organ and drums, Moses has over 10 years in the music industry. His experience ranges from music licensing, music publishing, band management and live performances. Moses currently serves as a 2016-2017 Young Professionals Network (YPN) Board Member for the Chicago Association of REALTORS® and resides in the South Loop.



Paul Crump is Owner and Managing Broker of Crump Realty Group in Chicago, IL specializing in investor property acquisition, real estate asset and property management, and construction/project management. Paul is a Licensed Managing Broker, Licensed Community Association Manager, and an Accredited Residential Manager (ARM) as well as a Certified Property Manager (CPM) Candidate and Certified Commercial Investment Manager (CCIM) Candidate. He is a 2016 REAP Chicago Graduate as well as a member of ICSC.



Rance Graham-Bailey is a Program Manager for the Chicago Housing Authority Rental Assistance Demonstration, a HUD-initiated effort to preserve, reconfigure and stabilize funding streams for traditional public housing properties and other assisted properties. His professional career has spanned public service, urban planning, community development and affordable housing development. Rance received a Bachelor of Arts in Economics from Stanford University and a Master in City Planning from the Massachusetts Institute of Technology with a concentration in Housing, Community and Economic Development. His interest in commercial real estate includes affordable and mixed-income multifamily development, commercial revitalization and the nexus of real estate and community economic development.



Sabrina Stroud is a Chicago-based REALTOR/Broker Associate at Baird & Warner. She received a BS in Chemical Engineering from North Carolina A&T State University as well as an MBA in Management from Purdue University. Sabrina is an account management professional with more than 15 years of business-to-business sales and sales engineering experience. She is a multitasking leader and team player with background in account management, including account strategy and relationship development. Sabrina masters new businesses, products and services and adapts to new markets and is experienced in long-term contract negotiation and management. She presents a strong track record gained in **Fortune 500** environments in fast-paced industries. Her areas of interest in commercial real estate include industrial, medical/dental, asset management, energy projects, and project management.



Shawn Gregoire is based in Chicago, Illinois where she is Assistant General Manager at JLL. She holds a Bachelor of Arts in Psychology from DePaul University and is currently pursuing a Master of Science in Real Estate from Roosevelt University.



Thomas A. Allen, AIA is a process oriented problem solver with a strong sense of fulfillment in analytical, strategic and relationship building roles. He began expanding his decade long architectural career into real estate development through Project REAP. Decisions over his career have been influenced by methodical thinking and a no-nonsense approach to examining data and facts; constantly investigating the “hows” and “whys” of each opportunity. As a result of his strengths, he thirsts for new ideas and strong relationships that result in innovative design concepts and visionary development plans.



Tracey B. Williams, a seasoned real estate professional of 18 years currently reside and practice as a real estate Broker in the greater Chicago land area. She currently holds a Master’s degree in Criminal Social Justice, highly esteemed ABR (Accredited Buyer Representative) designation in Real Estate and a current candidate towards earning an Illinois license as a managing broker. She gained exposure of diversified markets in other regions has compounded her knowledge in this field at a national level. She is an action oriented professional who delivers significant results by establishing the needs of her clients and seeking solutions to meet their needs. She provides a service but also enjoys educating her clients throughout the process. Her strength lies in building and maintaining solid business relationships with her customers: buyers, sellers, portfolio clients and vendors. Her ongoing involvement throughout the real estate transaction has earned her the reputation of being hard-working and dedicated to her career.

She is affiliated with the National Association of Realtors, Illinois Realtors and the Chicago Association of Realtors. In addition to successful completion of

the REAP Program in 2016, Tracey was featured in the 2016 November edition of Featured Agent Magazine. She is the 2017 VP of Membership for the Women's Counsel of Realtors, current Secretary for the Dearborn REALTIST Board, member of the REALTIST Women's Council of Illinois, RPAC Major Investor President's Circle, and State Legislative Contact for the 10th District of Illinois. Tracey has spent a great deal of her career working as a residential broker and is now ready to expand her knowledge on the commercial side of the business with a special emphasis on multi family, mixed use and retail valuations and sales. Her marketability allows her be strong business woman and leader while providing stellar service to her clients and the communities that she serves.



William R. Tyler, Jr., CPM, is a native of Chicago, Illinois who is currently working as Assistant Director of Operations for a Related Management Affordable Housing Development. He has worked extensively in the affordable housing industry managing Projected Based, LIHTC Section 42, and Mixed-Income Developments. He holds a Bachelor of Science Degree from Roosevelt University with a concentration in Business Management and a Minor in Accounting. He is currently enrolled in the Master of Science in Real Estate Degree Program at Roosevelt University, concentrating in Commercial Development and Finance. As an Illinois Real Estate Licensed Broker, he has worked to restore blighted communities both in the South Suburbs and on the Southside of Chicago, rehabbing residential single family homes. Going forward, his goals are to develop commercial projects and develop housing for homeless veterans. He volunteers with the Chicago Habitat for Humanity Chapter and serves as a Board Member on the Blue Sky Production, a 501 c (3) which performs plays that capture the countless contributions and the rich history of African Americans in these United States of America. He is a member of the Institute of Real Estate Management, Chicago Association of Realtors, and Urban Land Institute.



Yolanda Estrada is a native of Mexico and was raised in Chicago. She is an emerging commercial investment specialist with Marcus & Millichap focusing on Multifamily assets. Being bilingual her main areas of expertise are in the Pilsen, Bridgeport, McKinley Park, Midway Airport and surrounding areas. A proud Industrial Organizational Psychology DePaul graduate, she uses her education to help people get their business off the ground or create and maintain wealth through investment properties. With a passion for helping people she has over seven years of experience in multiple nonprofits that

benefit Chicago's communities. Always having an entrepreneurial spirit, she also brings over nine years of business experience. Her newest venture is James Construction Inc., a full-service development and construction firm. Employing skilled minority contractors is a priority the company is very proud of. The firm's main goal is aimed at bringing the highest levels of design and construction to the city and its surrounding areas.