



In A Diverse World, A Need For Diversity



REAP Atlanta Class



REAP Cleveland Class



REAP Los Angeles Class

A Message From the Executive Director

REAP just accomplished something it has never done—graduate three markets simultaneously. Some 92 student/professionals completed the 13 week education/networking course. When you consider the talent across these three cities—Atlanta, Cleveland and Los Angeles—you get a perspective of what REAP is all about.

- 8 have brokerage experience
- 18 real estate development/property management experience
- 13 experienced in financial analysis or appraisal
- 13 have their juris doctorate degrees
- 34 have their master's degrees

However, in an industry where only 1% of its total workforce is diversified (African American, Hispanic, Asian American), commercial real estate could use this level of talent in all aspects of the industry.

America is in the midst of unprecedented demographic change. People of color will soon be in the majority. This demonstrative fact will extend to the professional community as well. It is logical to assume then companies that open its doors to this growing talent pool will prosper while those that do not will languish.

In 1946, Paul Brown, the legendary coach and founder of the Cleveland Browns, took a bold step and signed two African-Americans—Marion Motley and Bill Willis—to his team. Motley and Willis were integral elements to the Browns dynasty from 1946-1955, an era when most other teams were resistant to integration. By expanding his talent pool, Brown's Browns forced other teams to do the same so by the early 1960's, every team had talent of color.

The lesson is simple. Talented people make a great team. Talented people make a great company able to better see opportunity, create more profitable relationships, make smarter deals and build more successful ventures.

REAP is the nation's largest talent resource for professionals of color. Take advantage of the opportunity and support this effort.

Information on the 2012 REAP graduates is available at www.projectreap.org by clicking on the REAP city.

Gregg McCort
Executive Director/President

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.



Gregg A. McCort
Executive Director/President
New York, NY
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Vice President
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Alexandria, VA



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President and COO
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Washington, DC



Mark Kerrigan
Real Estate Director
McDonald's USA
Oak Brook, IL

REAP Supporters and Sponsors

Platinum Level



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



Walmart Realty Is 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.



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.

REAP Supporters and Sponsors

Silver Level



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



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.



Forest City Is a leading owner, operator, and developer of distinctive and diversified real estate projects in select core markets creating value for shareholders, customers, and communities through place creation, sustainable practices, and a long-term investment perspective



Sperry Van Ness International Corporation Is a commercial real estate franchisor headquartered in Irvine, CA. Our independent business owners provide brokerage, tenant representation, corporate real estate, asset management, property management, leasing, accelerated marketing, asset recovery and auction services.



Starbucks Corporation Our mission: to inspire and nurture the human spirit – one person, one cup and one neighborhood at a time. Our story began in 1971. Back then we were a roaster and retailer of whole bean and ground coffee, tea and spices with a single store in Seattle's Pike Place Market. Today, we are privileged to connect with millions of customers every day with exceptional products and nearly 18,000 retail stores in over 60 countries. www.starbucks.com



Gap Inc. Is a leading global specialty retailer offering clothing, accessories, and personal care products for men, women, children, and babies under the Gap, Banana Republic, Old Navy, Piperlime, and Athleta brands. With over 132,000 employees and about 3,000 company-operated stores and over 250 franchise stores, our presence is felt around the world.

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.



Caruso Affiliated Is recognized around the world as one of the most innovative and successful developer of retail complexes, Caruso Affiliated continues to be the leader in the industry for sales, popularity, growth and high quality properties



Platinum Maintenance Services Corporation is the leading high-end maintenance services provider for the interior and exterior of commercial buildings specializing in restoring and refinishing metal, stone, and wood surfaces.

REAP 2012 Faculty

REAP Atlanta Faculty

Debbie Koenig
NAIOP

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Colliers International

Tamela Coval
NMHC

J. Keith Brown
CBRE

Tyrone Rachal
Dale Royal
Invest Atlanta

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Tommy Wade
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of Douglas County

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Larry Strain
Karen Sanders
Melissa Peace
McDonald's USA

Robert Davis Jr.
David Roetto
Ross Westbrook
Wal-Mart Realty

Mike Romstad
Joe Piccolo
Robin Suggs
John Diccio
Dewayne Herbert
Simon Property Group

Michael Tompkins
Stephen Hendrix
TriBridge Residential

Amanda Shailendra
GDEcD

Stacey Watson
Georgia Ports Authority

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David Poline
Poline Associates

Gail Crowder
CoreNet Global

Jody Saka
CREW

Bruce Kellogg
ARGUS Software

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Equity

Janice Parham
BOMA-Greater
Cleveland

Dave Robar
NAIOP Northern Ohio

Greg Ward
ULI-Cleveland

Dr. Robert Simons
CSU

Rick Kinnard
Wal-Mart Realty

Adam Fishman
Fairmount Properties

Dan Hurwitz
Dan Branigan
David Favorite
Mark Floyd
DDR

Deb Janik
Camille Billups
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Partnership

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Lori Reeves
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Partnership

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Gap

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Cleveland
International Fund

Gary Rappaport
The Rappaport Companies

Lynne West
Richard Lewis
McDonald's

Fred Geis
Maura Meresh
Kevin Brokaw
GEIS Companies

Jayson Friedman
Associated Estates

David Browning
Scott Halloran
CBRE

REAP Los Angeles Faculty

Art Pearlman
Art Pearlman Corporation

Dr. Phil Hart, PhD
Hart Realty Advisors

Michael Goodman
BOMA Greater Los Angeles

Malcolm Johnson
JP Morgan

Jun Sakamoto
National Multi Family
Housing Council

Sam Foster
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Bob Wissmann
Millie and Severson

Ryan Spruston
Gensler

Michael Banner
LA LDC

John Sullivan
Keystone Mortgage

Bryce Ross
Caruso

Jerry Neuman
Shepherd Mullin

Helen Singer
Kwame Braithwaite
Michele Porter
John Leuken
McDonald's

Rick Kinnard
Wal-Mart Realty

Bob Aptaker
Dave Piper
Macerich

Charles Quarles
John Brown
The Bedford Group

Steve Muller
The Muller Cos

Patrick Maloney
Pro Logis

Stan Mullin
Mullin Capital and
Asset Mgt

Marty Shelton
NAI Global

Sarah Vasquez
David Kroes
Westfield

John Gregory
Saris-Regis

Joseph Markling
CBRE

Edward Indvik
Lee and Associates

Bryan Mashian
Esq

Photos of REAP Atlanta graduates taken with
Gregg McCort, Executive Director/President of REAP



REAP Atlanta Class of 2012

Alisa Dawson
Ashley Maltbia
Barrington Lewis
Caleb Taylor
Chantel Glenn
Clarence Wright
Daniel Berry
Derek Sanders
Desmond Massey
Elizabeth Davis
George Kaigler

Victoria Barnes
Jaredd Blount
Ronnie Bolar
Walter Chapman
Solomon Colvin III
Pamela Freeman
Michele Garrett
Willie Green
Lyndsey Griffie
J. Maurice Kantey
James Lewis

Troy Morris
Kimberly Morton
Jennifer Peterson
Nedra Rucker
Kevin Saulny
Michael Spence
Michael Stewart
Michael Washington
Quinn Green
Terrence Wortham
Keenan Yates



**Photos of REAP Cleveland graduates taken with Charmaine Brown,
Director of Diversity and Inclusion at Forest City Enterprises**



REAP Cleveland Class of 2012

Lisa Averyhart
Marvin Benton
Kelvin Berry
Valerie Bickerstaff
Robin Brown
Hanford Dixon
Garland Hairston
Akil Hameed
David Harmon
Stephen Hedgepeth
Margaret Hewitt

Jeannette Hollowell
James Hopkins III
Karrie Howard
Vonte Jackson
Kimberley Johnson
Wendy Houston-
Johnson
Kyle Jones
Algeria King
Robert Lee
Adrienne Love

Alexis Marcano
Camille Maxwell
Brandon Moore
Michelle Moore
Jacinto Nunez
Sharon Padgett
Raquel Siegler
Vik Singh
Erika Surratt
Shelley Tobias
Nina Warren



Photos of REAP Los Angeles graduates taken with Starlett Quarles of UrbanX Marketing and Stan Mullin of Mullin Capital and Asset Management

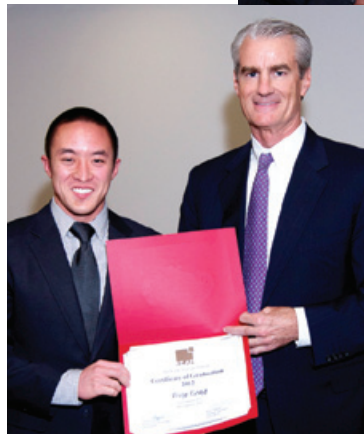


REAP Los Angeles Class of 2012

Tina Backstrom
Asha Brooks
Belinda Buchanan
Donald Byers
Rick Charleston
Sharon Gentles
Shaun Gipson
Darren Gooden
Marilyn Holmes
Mary Hsu

Ayodele Idewu
Kenneth Jackson
London Kemp
Calvin Lee
Trey Long
Melissa Loomis
Brenda Lorenzana
Erika Martin
Pierre Massela
Alice Maxwell

Deborah McDowell
John Muhammad
Chanel Oldham
Almuhtada Smith
G. Alexander Taylor
Niema Thomas
Pear Utrapiromsuk
Ben Walker



Re-View

Alumni on the Move

Jillian Joseph (REAP NY 2006) is now Senior Counsel at GE Capital, responsible for supporting the company's \$38 billion dollar real estate investment portfolio.

Kendrick Harris (REAP NY 2011) is now an associate at with Bryant Rabbino LLP providing advice including on acquisitions, dispositions, leasing and financing transactions.

Edward Cooper (REAP DC 2007) is an associate at Booz Allen Hamilton as an Associate overseeing budget formulation and financial activities for Federal Aviation Administration (FAA), Surface Operations Office.

Ivan Gaviria (REAP DC 2010) is a Corporate Contract Specialist at Inter-American Development Bank working with the institution's real estate and construction related services.

Ashley Maltbia (REAP Atlanta 2012) is Vice President, National Industrial Group at Bull Realty.

Dwight McLeod (REAP NY 2008) has secured two contracts—Small Business Services and Administration of Children's Services—for his company in New York City.

Kim Neal (REAP DC 2005) is the ethics officer for Washington Suburban Sanitary Commission (WSSC) in the nation's capital.

London Kemp (REAP LA 2012) is now Real Estate Manager for Wal-Mart Realty in charge of the North Texas region and Arkansas.

REAP 2013 Programs

New York (March–May 2013)

Chicago (September–December 2013)

Washington DC (September–December 2013)

Dallas (September–December 2013)

Cleveland (February–May 2014)

Los Angeles (February–May 2014)



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.

Special Thanks To...

REAP Atlanta

Lynn Smith (REAP Atlanta 2007) and **Amanda Ethridge** who served as REAP's eyes, ears and faculty selection team that made REAP Atlanta go

Michael Tabb, REAP board member, for sponsoring the REAP Atlanta opening reception through his operation Big Chow Grill

Chuck Alexander (Wells Fargo) for hosting the REAP Atlanta midterm reception

Robin Suggs, Lauren McNulty and the Simon Property Group team at Lenox Square for hosting the REAP graduation ceremony

Emory University for lending space to REAP Atlanta which served as the official classroom for the program

REAP Cleveland

Charmaine Brown, Andrew Passen and CEO David LaRue (Forest City Enterprises) for its time, sponsorship, public relations and overall support

John Kokinchak, Mark Floyd, Miranda McCurdy, Aaron Levi and CEO Dan Hurwitz (DDR) for their support and use of classroom space at its campus in Beachwood, Ohio

Joe Marinucci, Sheri Drake (Downtown Cleveland Alliance) for their support and generous help with faculty procurement

David Browning (CBRE-Cleveland) for his sponsorship and classroom assistance

Janice Parham, Scott Esterley (BOMA Greater Cleveland) for their market expertise and logistical assistance

Dave Robar, Scott McCready (NAIOP Northern Ohio) for their leadership and consistent student outreach

Greg Ward (ULI Cleveland) for faculty procurement and connection to Cleveland's real estate leaders

REAP Los Angeles

Starlett Quarles, Stan Mullin and John Brown for leading the effort, marketing the program, staffing the classes and scheduling faculty

Gene Kruger, Kristin McCormick, Jack Chen, Kelli Lighthizer (Macerich) for continued sponsorship, classroom space, tech assistance and hosting the REAP LA graduation event.

Stan Duncan, Joan Hanson, Diana Dowlen (Westfield Corporation) for continued sponsorship, use of property space for classroom purposes and student selection process

Bryce Ross, Alexis Scalice (Caruso Affiliated) for hosting both the opening and midterm receptions and coming on board as a REAP sponsor.

Malcolm Johnson (JP Morgan) for contributing his perspective as the REAP LA midterm speaker