



## REIAC Program Summary

[www.reiac.org](http://www.reiac.org)

### 2009 Year-in-Review

A quick review of the high-relevance topics and distinguished panelists from REIAC's 2009 events should give anyone who hasn't already done so all of the justification they need to join us for 2010. As we continue to forge ahead through this unprecedented capital crisis, you will undoubtedly value the opportunity to network with peers and to experience the topical discussions that we will bring to you throughout the year.

### First Quarter Event "Commercial Real Estate & The Economy: An Interactive Audience Experience"

Our first quarter event was an audience interactive survey in which attendees registered opinions and expectations on a host of highly relevant subjects via individual remotes. Kieran Quinn (Moderator), Sam Chandan, Egbert Perry, and Chris Marinac shared their perspectives while themselves learning just as much from the audience's interactive responses.



**Paul Berry (REIAC Program Chair) with Panel Members  
Chris Marinac, Kieran Quinn, Egbert Perry  
Dr. Sam Chandan and Jerry Monash  
(REIAC SE President)**



**Russ Paper  
and Bill Mason**



**Curtis Walker  
& John Lundeen**



## Second Quarter Event "Real Estate HR Today: Building Teams and Careers in an Evolving Cycle"

The second quarter event dealt with a topic critical to both enterprises and individuals: commercial real estate employment and staffing. While our industry's cyclicity is nothing new, this down-cycle's immediacy and severity were worse than almost anyone anticipated.

Edward Wolff, Chief Administrative Officer, Pinnacle, An American Management Services Company; Margaret Caput, Vice President of HR, TriMont Real Estate Advisors; Martin Nass, Partner - Global Real Estate Practice, CTPartners (formerly Christian Timbers) Outplacement; and Barbara Berman, SVP, Director of Professional Services, Lee Hecht Harrison, led a spirited discussion of the shifting priorities of companies and individuals scrambling to stay on the leading edge. With a significant number of REIAC members experiencing employment displacement, and with no company being immune to the ongoing stresses of the market, this was an insightful and motivational meeting for all.



## Third Quarter Event "Commercial Real Estate Debt - The Path Out"

At our third quarter event, "**Commercial Real Estate Debt - The Path Out**," we assembled a panel of market experts - Brian Olasov of McKenna Long & Aldridge, Gregory Winchester of TriMont Real Estate Advisors, Kieran Quinn of Walker & Dunlop, Tom Fink of Trepp, LLC, Darin Turner of Invesco Real Estate Securities, and Stacey Berger of Midland Loan Services, Inc. - to decipher the latest lingo being tossed around in the print and broadcast media - "Green Shoots" "Falling Knife" "PPIP" "TALF" "TARP" and so on. Wikipedia could have substantially expanded from the collective knowledge and insights shared by the panel. In addition, Kieran Quinn gave an excellent overview of national loan originations and an update on the initiatives at reforming the role of capital markets in real estate finance.



3rd Quarter Meeting Panelists (left to right): Tom Fink (Trepp, LLC), Darin Turner (Invesco Real Estate Securities), Moderator, Brian Olasov (McKenna Long & Aldridge), Stacey Berger (Midland Loan Services Inc.), Gregory Winchester (Trimont Real Estate Advisors), & Kieran Quinn (Walker & Dunlop)



## Fourth Quarter Event REIAC/GSU Hall of Distinction

Finally, our fourth quarter event again celebrated the induction of a new member into the **REIAC/GSU Hall of Distinction**. This year's winner - Leo Wells, Founder and President of Wells Real Estate Funds - after being warmly introduced by 2008 inductee Hal Barry (Chairman, Barry Real Estate Companies) - shared a wealth of insights and stories about his experiences over a lifetime of building an organization and nurturing its people, while being a beacon of light to the community as well.



◀ 2008 Hall of Distinction Winner Hal Barry (right) congratulating 2009 Winner Leo Wells, along with his wife, Angie



Cyrus Sharp, Ron Neyhart (CBRE)  
& David Floyd



Troy Harris (Wells Timberland), Terry Keith  
& Andy McGarry (Fidelity National Title)

## **Other key events and developments:**

### ***REIAC partnering with GSU's Real Estate Alumni Group***

Announced in August, REIAC is partnering with Georgia State University's Real Estate Alumni Group to present several key events for both organizations, including the 23rd annual Views From the Top event, featuring Rajeev Dhawan and Ethan Penner ([www.gsu.edu/alumni](http://www.gsu.edu/alumni)).

This expansion of REIAC's relationship with GSU will raise the profile of both groups and provide additional annual opportunities for cross-networking and the exchange of ideas and information. In adding these events to the ongoing REIAC Challenge and the Distinguished Lecture series, the ties between REIAC and GSU will continue to grow.

### ***2010 Sponsors***

During 2009, we announced that accounting firm Habif, Arogeti & Wynne had joined the list of sponsors, while Capmark Finance transitioned to Berkadia Commercial Mortgage, remaining in the fold as well. Heading into 2010, we are pleased to announce that Grandbridge Real Estate Capital has been added as a sponsor and McKenna Long & Aldridge is our new legal sponsor. Continuing sponsors include Georgia State University, ATC Associates, Fidelity National Title, and Crown Advisors.

### ***Jerry Monash***

Gerald S. Monash, CCIM, President

### ***Paul Berry***

Paul A. Berry, Program Committee Chairman

## **Southeast Chapter**

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