



First Quarter 2011: First Quarter Roundup: What to Expect from CRE in 2011 and Beyond



First Quarter 2011: Our first quarter meeting was a success thanks to an interactive session and panel featuring Warren Friend, KC Conway and long-time REIAC supporter and moderator par excellence, Brian Olasov. Warren Friend is a twenty-five year veteran of commercial lending where he led and developed capital markets products and lender relationships at Morgan Stanley, Deutsche Bank and now Blackrock. KC Conway, after a decade involved in almost every aspect of regulatory examination and oversight of banks' real estate lending activities at the Federal Reserve, brought a wealth of loan-level information on how bank portfolios and property markets around the country have performed and the current outlook for these markets and their lenders. The session analyzed the outlook for property performance and values, the expected volume of bank lending and the rapid return of the capital markets.

KC Conway started the discussion with a presentation of "The Bulls, The Bears and The Bewildered," where he pointed out some of the major issues regarding the market today: finding the true bottom of the market failure, government regulation and the growing deficit.

The first quarter program marked the return of real-time wireless polling technology, so attendees could log their views on topical questions. The panelists then supported or challenged these perceptions, adding interesting color and expertise.

Second Quarter 2011: Fresh Capital for a New Cycle



Second Quarter 2011: REIAC's June 8th program, Fresh Capital for a New Cycle, explored the new capital

sources that are strategically pursuing Atlanta investment opportunities. From marquee projects like Atlantic Station and the Streets of Buckhead, to important but lower profile properties in the apartment, retail, office and industrial sectors, the new investment cycle has begun - and history shows early cycle investors tend to do very well.

Joining our able moderator, Tad Leithead, Chairman of the Atlanta Regional Commission, to discuss this emerging investment trend were panelists: David Allman, Chairman of Regent Partners; Todd Frye, Principal of CB Richard Ellis Investors Strategic Partners; David Nielsen, Vice President Acquisitions of Bentall Kennedy LP; and Phil Tague, Executive Vice President of Amlis Residential.

As always, the program and networking were an unqualified success and included unique insights from these key market participants and interactive discussions of local political interest.

Third Quarter 2011: CMBS - Capital Markets 2.0 - The Battle Between Recovery and Market Turmoil



Third Quarter 2011: On September 7th at the Westin Buckhead, REIAC hosted nearly 200 senior real estate professionals to hear a nationally-prominent panel discuss challenges and opportunities in commercial real estate and capital markets. The session titled "CMBS - Capital Markets 2.0 - The Battle Between Recovery and Market Turmoil" lived up to its turbulent billing.

Kevin Donahue who heads Midland Loan Services' special servicing led an energetic panel representing all of the major "food groups" of commercial real estate finance. Bill Landis, Chief Investment Officer of Rialto Capital, Tom Dennard, CEO of Grandbridge Capital, Kieran Quinn, Managing Director of Guggenheim Partners and Kim Diamond, senior managing director of Kroll Bond Ratings and former head of CMBS ratings at Standard & Poor's rounded out the panel. During the course of the program, there was considerable give-and-take, not only among the panelists, but with an engaged audience.

Although there was disagreement among the panelists on the immediate prospects for CMBS 2.0, all agreed that there were significant opportunities linking capital and talent to turnaround projects and overleveraged borrowers. The spirited discussions between speakers and audience members continued right through the open bar networking session following the event.

Fourth Quarter 2011: Hall of Distinction Program



Fourth Quarter 2011: On November 17th, REIAC and GSU presented Charles Ackerman with the Hall of Distinction award for 2011. The Hall of Distinction is the highest honor given by REIAC and was conceived in 2005 to recognize the people and commercial real estate projects that have made the most dramatic impact on Metro Atlanta.

With more than 150 in attendance, the program began with a moving speech from Steve Selig, CEO of Selig Enterprises and the 2007 Hall of Distinction honoree. Following was Kris Miller, President of Ackerman Companies, who described the impact that Ackerman and his various companies have had on the Atlanta skyline, various philanthropic causes and the Atlanta community overall.

The keynote of the evening was a fireside chat between Atlanta Business Chronicle reporter Doug Sams and Mr. Ackerman in a casual living room setting. The interview spanned Ackerman's movement across the country following his military service to finally settling in Atlanta before leaving his mark.

In addition to Steve Selig, previous Hall of Distinction recipients Jim Jacoby, CEO of Jacoby Group, and Jim Borders, President and CEO of Novare Group, attended the event. As one attendee noted, "This program highlighted the strong appeal of REIAC meetings - terrific programs, fascinating and entertaining speakers and great networking opportunities."

REIAC/GSU Events



REIAC/GSU Views From The Top

The 24th annual premier economic preview and networking program, hosted by the GSU Real Estate Alumni Group and REIAC, was held this year on February 1st at Phipps Tower. The program featured an economic update by Dr. Rajeev Dhawan, Director of the Georgia State University Economic Forecasting Center, followed by an industry panel on international investing. Panel members included: Greg Michaud, Senior Vice President, ING Investment Management; Jorge Fernandez, VP of Global Commerce, Metro Atlanta Chamber; Ambrish Baisiwala, CEO of Portman Holdings; and moderator Mark Elliott, Partner at Troutman Sanders. Mitchell V. Brannen, Chairman & CEO of NAI Brannen Goddard received the GSU Distinguished Real Estate Alumni Award at this year's event.

REIAC/GSU Distinguished Lecture Series

The Distinguished Lecture Series is a REIAC/GSU twice-annual event at which a leading figure from the Atlanta real estate industry shares with students and colleagues his or her insights and experiences. The first in the series this year was held at the Rialto Theater on April 12th and also featured the unveiling of an oil portrait of our 2010 Hall of Distinction recipient, Egbert Perry, CEO of The Integral Group. Following the unveiling and meaningful comments from Mr. Perry, our guest lecturer was Lynn McKee, Vice President of Asset Management at TriMont Real Estate Advisors. The timely topic was "CMBS: Past, Present and Future."

The speaker at our second Distinguished Lecture event on October 10th was Timothy J. Gunter, Chief Executive Officer and President of IDI (Industrial Developments International), one of the leading full-service industrial real estate companies in North America. Following the lecture was a Career Networking Reception for GSU students.

REIAC Challenge

The annual REIAC Challenge pits four teams of GSU real estate graduate students against each other in a competition to find the best development ideas for a difficult site. The subject site this year was a Peachtree Street property owned by Portman Holdings. Teams made their pitch on April 21st to an audience of students and a panel of real estate professionals, presenting their development/investment visions for the property. The winning team was then awarded cash scholarship prizes. This program and those in previous years continue to show motivated students producing top standards in sophisticated proposals and development concepts.

