

Recent Presentations

Q1 2024 “No Recession Here: The Georgia Ports Authority and its impact on Commercial Real Estate”

With Governor Brian Kemp as our keynote speaker, REIAC explores the impact of Georgia Ports Authority on Georgia’s economy and prospects for commercial real estate development and expansion. The presentation also featured:

- Stacy Watson, Director of Economic and Industrial Development, Georgia Ports Authority
- Eric Howell, CEO, Port City Logistics
- Richard Ross, CEO, Quinn Residences
- Michael Murphy, Chief Development Officer, CenterPoint Properties

Q2 2024 “Distressed Investing: We see the Smoke, Where’s the Fire?”

REIAC presented the ins and outs of Distressed Investing strategies, and the skills necessary to unearth and capitalize on impaired real estate assets. Several executives provided first-hand experience and war stories on the harder-than-it-looks realities:

- Ed Kobel, President and COO, DeBartolo Development
- Rachel Hunter-Goldman, Director of Real Estate, KKR
- Dan Walsh, CEO and Founder of Citymark Capital
- Adam Brown, Senior Managing Director, B. Riley Advisory Services (formerly GlassRatner Advisory Group)

Q3 2024 Debt Capital Markets

This presentation is a fixture of the REIAC calendar for its annual third quarter discussion of all things debt capital, which is where any discussion of real estate investment begins. As is the practice, REIAC brought together the spectrum of debt providers: debt funds, life companies, Government Sponsored Enterprise and banks:

- David Brickman, Founder, Newpoint Real Estate and former head of Freddie Mac
- Michael Edelman, CEO, M&T Realty Capital
- Ted Wright, Executive Managing Director, Trimont
- Adam Hayden, Managing Director, CMBS, New York Life Investments, and
- Devin Barnwell, Managing Partner and Global Head of Portfolio Management, Brookfield

Q4 2024 “Data vs. Dirt”

REIAC hosted a more intimate presentation of the viewpoints of a head of real estate research and a boots-on-the-ground real estate developer practitioner. The discussion focused on real life experience and advice on navigating the constantly changing environment and opportunities in the face of macro-economic forces.

- Spencer Levy, Global Head of Research, CBRE
- Geordy Johnson, President, The Johnson Group and Johnson Development Associates

Q1 2025 A.I. and Commercial Real Estate

REIAC ventured outside its comfort zone with an executive-level panel discussion on the power demand and digitization of real estate and live demonstrations of A.I. applications to answer the fundamental question “exactly what can A.I. do for me in my real estate setting?”

- William (Bill) Bradley, Managing Director, Digital Infrastructure Practice, EY-Parthenon
- Ellen Hall, Head of Direct Real Estate and Head of Japan Data Center Fund, Fidelity Investments
- Jon Birdsong, Partner, Atlanta Ventures
- Jason Willard, Director of Business Development, Georgia Power
- Dylan Goren, Co-Founder & CEO, Pillar (www.pillar.codes/)
- Sunil Rajaraman, Founder & CEO, Hamlet (www.myhamlet.com/)
- Dr. Chlump Chatkupt, Founder & CEO (www.placemake.io)

Q2 2025 Managing Through the Chaos: a Mid-year Review

REIAC introduced its newest sponsor, Trimont, and delved into the outsized impact and observations that this loan servicing firm’s \$800 billion loan portfolio (12% of all invested real estate capital) provides to the real estate investment world. The discussion also brought in several opportunistic investment firms that invest in and work through distressed loans and opportunities:

- Brian Bailey, Senior Managing Director and Head of Research, Trimont
- Angela Gonzales, Executive Director, Head of CMBS Special Servicing, Trimont
- Eric Rosenthal, Co-Founder and Managing Partner, Machine Investment Group
- Andrea Karp, Partner and Head of US Due Diligence, ARES Management
- Scott Werbel, Managing Director, The Ardent Companies
- Alan Kronovet, Executive Managing Director, Head of Americas, Trimont

Q3 2025 Debt Capital Markets

REIAC’s 32nd annual Debt Capital Markets presentation featured a first-ever gathering of the past, present, and incoming Chairpersons of the CRE Finance Council (CREFC) along with the current President and CEO of CREFC, Lisa Pendergast:

- Bob Foley, Past Chairman of CREFC and CFO of TPG Real Estate
- Leland Bunch, Chairman and Managing Director and Head of Capital Markets for Bank of America
- Lissette Rivera-Pauley, Chair-Elect and Senior Vice President of RegionsBank
- Lisa Pendergast, President and CEO of CREFC

Q4 2025 Rethinking Office: Risk, Reward and the Road Ahead

REIAC presented the expertise and detailed observations of landlords and tenants of office space, and hear why there is cause for hope in this media-beleagured property segment:

- David Smith, Global Head of Occupier Insights, Cushman & Wakefield
- Chris Eachus, Founding Partner, CP Group
- Brent Smith, President and CEO, Piedmont Realty Trust
- Simon Malko, Managing Partner, Morris Manning & Martin
- Jamie Gregory, EVP & Chief Financial Officer, Synovus Bank