REIAC

REAL ESTATE INVESTMENT ADVISORY COUNCIL

SOUTHEAST REGION

Membership Information

Revised: July 2025

The Premier National Trade Organization for Commercial Real Estate Principals

ABOUT REIAC

The Real Estate Investment Advisory Council (REIAC) was established as a nonprofit trade association to provide a forum for the exchange of ideas, concerns and experiences among senior executives who conduct commercial real estate transactions.

We are an exclusive national fellowship of top real estate executives that offer superior educational events, networking opportunities and community service. Our institutional quality programs are presented in a social environment where our members can share experiences and knowledge with their peers. Our events encourage members to broaden horizons and develop personal relationships that further their success within the industry.

Our organization differs from others by limiting its membership to senior level executives at companies, who act as principals, whose function is to develop, acquire, manage and/or finance commercial investment real estate. Our meetings and conferences provide an environment for relaxed communication within an intimate and upscale setting. We honor our relationships with each other by sharing rather than selling. As a result, REIAC is known throughout the national munity as one of its premier associations.

HISTORY

REIAC was founded in Los Angeles in 1990. It became a national organization in 1994 with the founding of an Eastern US Chapter in Atlanta. It has grown steadily to include regional chapters in Atlanta, Boston, Chicago, Los Angeles and Phoenix. Each region has its own president and board of directors who are responsible for the meetings and activities within their geographic area, yet all regions share a common Purpose and Philosophy and abide by certain Policies and Procedures. To provide continuity among the different regions, there is a National Board of Directors, consisting of the presidents of the various regions. REIAC now has approximately 1,000 members nationwide.

OUR SPEAKERS

Our quarterly meetings feature speakers that hail from the top ranks of commercial real estate firms across the country and deliver a more in-depth and insightful experience for our audience. As Principals themselves in leadership positions or with capital at risk, their perspectives carry a deeper authority.

REIAC's access to their expertise is unparalleled compared to other Atlanta and southeast-centric organizations. Previous speakers include:

Tim Stoner	Managing Director of Capital Markets	Affinius Capital (USAA)
Elaine McKay	Co-head of US Investments	ARES Real Estate
Leland Bunch	Managing Director, Structured Finance	Bank of America
Lea Overby	Managing Director of Research	Barclays Capital
Sherry Rexroad	Chief Investment Officer	BlackRock
Dan Teper	Managing Director	Brookfield Properties
Spencer Levy	Head of Global Research	CBRE Research
K.C. Conway	Chief Economist	CCIM
Michael Murphy	Chief Development Officer	CenterPoint Properties
Sam Chandan	Founder	Chandan Economics / New York University
Michael Smith	President	Charlotte Center City Partners
Shannon Crowell	Vice President, Development	CIM Group
Drew Fung	Managing Director	Clarion Partners
Lisa Pendergast	Executive Director	CREFC
Michael Levy	CEO	Crow Holdings
Amy Curry	Chief Strategist	Dermody Properties
David Brickman	Executive Vice President	Freddie Mac
Brian Kemp	Governor	Georgia
Stacy Watson	Director of Economic Development	Georgia Ports Authority
Greg Bates	Chief Operating Officer	GID Investment Advisors
Leah Nivison	Managing Director	Goldman, Sachs
Dirk Aulabaugh	Global Head of Advisory Services	Green Street
Richard Litton	President	Harbor Properties
Brian Leary	Executive Vice President	Highwoods Properties
Kevin Collins	President	Invesco Mortgage Capital
Eloisa Klementich	CEO	Invest Atlanta
Rob Metcalf	International Director/Relocation	JLL
Sara Queen	Head of Real Estate Equities	MetLife Investments
Victor Canalog	Head of Commercial Real Estate	Moody's Analytics
Bert Matthews	Chairman	Nashville Chamber of Commerce
Rich Walsh	Managing Director	New York Life Investments
Jack Gay	Global Head of Real Estate	Nuveen Real Estate
Keith Gollenberg	Managing Director	Oaktree Capital
Todd Liker	Managing Director	Oaktree Capital
David Welk	Managing Director	Origin Investments
Yon Cho	Partner	PCCP
Michael Thomas	EVP and Head of Real Estate	PNC Bank
Ambrish Baisiwala	Chairman and CEO	Portman Holdings
Richard Ross	CEO	Quinn Residences
Greta Guggenheim	CEO	TPG Real Estate Finance
Kathy Farrell	EVP Commercial Real Estate	Truist Bank
Johnny Isakson	Senator	US Senate

MEMBERSHIP

As a private, nonprofit association, membership is offered through invitation only. Ordinarily, the process is initiated when an existing member invites a prospective new member to one of our conferences or events. Afterwards, if the candidate desires to become a member, he or she applies for membership to the Board of Directors. This requires submitting an application with an attached resume or biography tracking the person's professional experience and education. Prior to the next meeting, officers of REIAC convene to approve candidates for membership, which includes an assessment of whether the prospective candidate meets all of the requisite criteria to become a member. Upon approval, the new member is invoiced for annual dues.

To be a full member, the individual must be directly affiliated with a "principal" entity. This excludes brokers, third-party property management companies, service providers, vendors, accountants and law firms. (The only exception to this is provided below, for select Advisory Committee Members, Affiliate Members and Sponsors.) We define "principals" to include:

- *Registered Investment Advisors (RIAs) possessing the discretion to invest on behalf of endowments and pension funds*
- *Banks, life companies and other financial institutions and intermediaries*
- *Owners and developers actively involved in significant real estate transactions*
- *Operators of real estate investment funds*
- *REITs and other structured public and private entities and partnerships*

The entity represented by the individual must be involved in significant real estate investment activity, with a portfolio of acquired assets and/or discretionary capital to invest in the amount of at least $50 million.

The individual's responsibilities should involve real estate transactions in one or more of the following areas:

- *Acquisitions*
- *Dispositions*
- *The origination, purchase or sale of real estate debt*
- *National or regional management oversight of an asset portfolio whereby he or she has a vested interest in keeping abreast of the transactional side of the industry*

- *The advising of public and private pension funds, financial intermediaries and institutions*

The individual must have at least 10 years of working experience in the commercial real estate industry and must hold a senior position within his or her respective firm or entity. Typically, this would mean starting at the Vice President or Director level.

The individual must have a solid reputation in the industry for dealing in good faith and maintaining the highest standards of conduct.

REIAC has an Advisory Committee and a special provision for Affiliate Membership, which may include a few select individuals and Sponsors who do not meet all membership criteria. These individuals, who are voted into the Advisory Committee or are accepted as Affiliate Members by the Board of Directors, provide insight, guidance and financial and/or human resources to REIAC and assist in the maintenance and funding of operations and the development of high-caliber events.

REIAC GUIDELINES & POLICIES

- *All members are entitled to full participation in all REIAC meetings, discussions and activities.*
- *All ideas and information exchanged is public. No confidential disclosures are to be made.*
- *No agreements are to be entered into between REIAC members regarding price fixing, group boycotts, or plans to collectively act in a manner that could impair fair market competition.*
- *Membership is open to all qualified individuals, without discrimination as to employer, affiliation or other grounds prohibited by law.*
- *Members of one chapter are entitled to attend events of other chapters, subject to any costs that may be customarily assessed.*

REIAC SOUTHEAST SPONSORS

Each REIAC chapter has one or more sponsors, who provide financial and administrative support to the chapter. The sponsors are selected and approved by the Board of Directors on an ad hoc basis and can be companies of qualified REIAC members, or third-party providers to the industry. In the latter case, the intent is to allow our sponsors to build strong friendships with our membership, without the hard sell present in other organizations. Every effort is made by the Board of Directors to choose sponsors who will enhance the REIAC members' experience and to avoid duplication of the sponsor's type of company within the chapter.

Current Sponsors of the Southeast Regional Chapter are:

- *Carlton Fields (national law firm) - www.carltonfields.com*
- *Crown Advisors (national real estate executive search firm)*
  www.crownadvisors.com
- *LightBox/EDR (national CRE and environmental data firm)*
  www.lightboxre.com
- *Resource Branding (national branding and design studio)*
  www.resourceatlanta.com
- *Trimont (global CRE loan service provider)*
  www.trimont.com

FOR MORE INFORMATION PLEASE CONTACT:

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