

midwest

REAL ESTATE NEWS®

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2020 ANNUAL RESOURCE GUIDE

ARCHITECTS/DESIGN-BUILD FIRMS, ASSET/PROPERTY
MANAGEMENT FIRMS, ATTORNEYS/LAW FIRMS, BROKERAGE
FIRMS, CONSTRUCTION COMPANIES/GENERAL CONTRACTORS,
DEVELOPERS, ECONOMIC DEVELOPMENT CORPORATIONS, FINANCE
& INVESTMENT FIRMS, MULTIFAMILY FINANCE FIRMS, PROJECT/
CONSTRUCTION MANAGEMENT FIRMS

2019 COMMERCIAL REAL ESTATE HALL OF FAME



Midwest
COMMERCIAL REAL ESTATE

Midwest Real Estate News would like to congratulate the latest inductees in our Commercial Real Estate Hall of Fame:

Agree, Richard	Agree Realty Corporation	McConahay, Mark	Block & Company, Inc., Realtors
Altmare, Steve	Goodman Real Estate Services Group LLC	Miscavish, Steve	Marcus & Millichap
Aluisi, Patricia	MB Real Estate	Moberg, Matthew	Poter Wright Morris & Arthur LLP
Armstrong, Kevin	Armstrong Advisors	Mullady, Michael	CBRE
Arnburg, David	Gould & Ratner LLP	Mutchler, Vicki	Conor Commercial Real Estate
Banyai, Joseph	Signature Associates	Neyer, John	Neyer Management
Bennett, Michael	Colliers International-Detroit	Ostoich, David	Colliers International
Busch, Robert A.	Gundaker Commercial Group	Palms, Stephen	Miller Canfield Paddock & Stone PLC
Casey, Britt	Cushman & Wakefield	Panovich, Michelle	Mid-America Asset Management
Collins, Mark	CBRE	Parrott, Joe	CBRE
Crisp, John	Cushman & Wakefield	Pisczak, Spencer	Premier Development Partners
Cruz, John	Lewis Rice LLC	Provancher, Stephen	Newmark Knight Frank
Davis, Mark	Davis	Raker, Keith	Tucker Ellis LLP
Dellonte, Mark	Berkadia	Reed, John	NorthMarq
Despot, Brad	JLL	Reifman, David	CRG
Donato, Jr., Albert	Acorn Group, Inc.	Reves, Grant	Block Real Estate Services
Donovan, Paul	Cushman & Wakefield	Robertson, Brent	JLL
Earlywine, Angie	Lamar Johnson Collaborative	Roe, Rob	JLL
Ebbing, William (Bill)	The New Albany Company	Roge, Bret	Michael Best & Friedrich LLP
Ellis, LaTonya	Ice Miller	Rosen, Jim	Pace Properties
Erickson, Brent	Newmark Knight Frank	Rossi, Sr., Anthony	M&R Development; RMK Management
Forslund, Richard	Colliers International- Indianapolis	Salsberry, John	Axiom Advisory Group
Galbraith Kohn, Anne	CBRE	Saltzman, Bill	Cushman & Wakefield CRESCO
Gallucci, Cheryl	Stewart Title Company	Samoylovich, Alex	CEDARst Companies
Garfinkel, David	NorthMarq	Scherer, E.P.	Cushman & Wakefield Commercial Kentucky
Gibbs, Linda	CBRE Hubbell Commercial	Schorgl, John	Berkadia
Goldie, Gordon	Plante Moran	Six, Robert	Zeller Realty Group
Goldstone, Ron	NAI Farbman	Smith, Greg	Hush Blackwell LLP
Gutierrez, Alfredo	SparrowHawk Real Estate Strategists	Smith, Jr., Paul Ray	NAI Isaac
Hardin, Tripp	Cushman & Wakefield	Snow, Peter	Cushman & Wakefield
Haas, Lori Pittman	Ulmer & Berne LLP	Sturm, Keith	Upland Real Estate Group, Inc.
Higa, Perry	NAI Hiffman	Sullivan, Michael	Berkadia
Hill, Geoff	Newmark Knight Frank	Sweeney, Mike	Curry Real Estate Services
Hudson, Dax	Lee & Associates of Columbus	Underman, John	Colliers International Columbus
James, Kevin	Black Gate Partners	Vande Zande, Chad	Cushman & Wakefield Boerke
Jonna, Simon	Marcus & Millichap	Waggoner, Matt	JLL
Keller, Laurel	Newmark Knight Frank	Wathen, Patrick	Equity
Kerrigan, Timothy	Investors Realty, Inc	Weidner, Jordan	Cushman & Wakefield
Kooperman, Cory	Newmark Knight Frank	Westling, Bruce	Newmark Knight Frank
Krawitz, Charles	Alliant Credit Union	Wilkie, Scott	Berkadia
Levitan, Mike	AREA Real Estate Advisors	Will, Jr., Albert "Al"	Gershman Mortgage
Levitas, Steve	Newmark Knight Frank	Wilson, David	Ryan Companies USA, Inc.
Locher, Gwen	LANE4 Property Group	Wilson, Doug	SVN Wilson Commercial Group
Marciniak, Kenneth	Signature Associates	Wintermute, Joshua	Institutional Property Advisors, Division of Marcus & Millichap
Martin, David	MBRE Healthcare	Yoder, Damien	Marcus & Millichap
Martin, John N.	SVN The Martin Group	Zelenock, Katheryne	Dickinson Wright PLLC
Maxwell, Korb,	Polsinelli		

2019

KEITH RAKER

Partner

Tucker Ellis LLP | **Cleveland, Ohio**

Born and raised in rural Ohio, Keith Raker, takes pride in his ability to converse with people from all walks of life. Now a partner with Cleveland-based Tucker Ellis LLP, this trait has served him well.

"I try to follow the golden rule—essentially treating and interacting with other industry professionals as I would like them to do with me," Raker said.

Raker chairs the Tucker Ellis real estate group, with an emphasis on real estate development, finance, acquisitions, sales, like-kind exchanges and leasing. He also represents clients in structuring transactions involving the syndication of Low Income Housing Tax Credits and Historic Tax Credits and clients involved in the oil and gas and other extractive

industries.

Raker is an Ohio State Bar Association Certified Specialist in Business, Commercial and Industrial Real Property Law, and serves on the OSBA Real Property Law Specialization Board. He also is a member of the Cleveland Metropolitan Bar Association's Real Estate Law Institute Committee and a past chair of the Real Estate Law Section. He is a long-time member of Commercial Real Estate Women (CREW) Network, Cleveland Chapter, and is a past recipient of both its Member-to-Member Business Award and Economic & Community Improvement Impact Award. Raker is also a member of the International Council of Shopping Centers and the Building Owners and Managers Association.

His favorite part of the commercial real estate industry is watching projects come to life and watching businesses and communities grow based on real estate development.

An avid outdoorsman, Raker enjoys fly-fishing, hunting, boating, skiing and motorcycling. He is actively involved with the Western Reserve Land Conservancy, Ducks Unlimited, Pheasants Forever and Trout Unlimited.

Raker received his law degree from The Ohio State University College of Law, following an undergraduate degree with honors from the University of Richmond and an M.B.A. with distinction from The Ohio State University. He is admitted to practice law in Ohio, New York and before the U.S. Supreme Court.

JOHN REED

Managing Director

NorthMarq | **Omaha, Nebraska**

It's little surprise that John Reed has become a go-to source for commercial financing in the Omaha region. This managing director with the Omaha office of NorthMarq has arranged more than \$1 billion of long-term financing for Midwest clients.

That's an impressive figure. And it's a testament to the trust that clients place in him.

And while Reed has been productive in closing financing deals, he's also served as a strong leader for his NorthMarq office. He oversaw the growth of this office through the big acquisition of Daisley Ruff Financial Corporation in 2017. This 25-year-old firm added a \$660 million servicing portfolio to NorthMarq in addition to 25 life-insurance company correspondents.

"I have always enjoyed the opportunity to help clients," Reed said. "I take a lot of satisfaction in closing a good deal for our client. We are in the market every day and know the best capital sources and unique deals that are being done. However, there is no cookie cutter solution for a given property type or client. I have been really surprised in my career at how differently clients can view similar situations. This makes our business fun. I am able to get to know our clients really well and we get to be creative in structuring financing."

Despite his busy career, Reed has found time to volunteer for his industry and community. He is a member of the NorthMarq Capital Finance Advisory Council and has served on the NorthMarq Production Committee. He is a member of the 2018 Future Leaders Program through the Mortgage Bankers Association. Reed has also served as a thought leader for NorthMarq and the mortgage banking industry, providing interviews at the MBA CREF 2019 for Multi-Housing News and bylines for Midlands Business Journal. Many of his closed transactions have been featured on REjournals.com.

In the community, Reed is a mentor at Sacred Heart School in North Omaha, has served on the development committee of Saint Margaret Mary Church, fund-raises for the Komen Foundation and is a member of the finance committee for the Omaha Country Club.

When not working, Reed likes spending time with family. He has been married to his wife, Torey, for nearly 20 years. They have three young daughters. He and his wife, then, spend plenty of time watching their children's extracurricular activities. The family also enjoys traveling together. The Reeds will travel to Puerto Rico this spring break and enjoy hiking in the mountains over summer breaks. Last year, the family spent two weeks between the Tetons and Yellowstone National Park.

GRANT REVES

Investment Sales

Block Real Estate Services | **Kansas City, Missouri**

Since 2002, Grant Reves of Block Real Estate Services has been involved in transactions totaling more than \$650 million, on behalf of institutional clients. He has also facilitated a host of private equity groups and families throughout the Midwest.

"Each deal takes on a life of its own, with each having different challenges," said Reves. "Some of my closest friends have come from relationships built through the business. It is rewarding to lead a team through a transaction from start to finish."

As a member of Block's investment services group, Reves' client responsibilities include the review and analysis of potential acquisitions and dispositions, due diligence, transaction valuation and execution and detailed financial modeling. He is also responsible for acquiring properties for Block Funds in several markets outside of Kansas City.

"Greg Galvin was my mentor and first boss in the business and he once told me the hardest thing to do in the business is to get someone to write you a check," Reves said. "We get very creative with sources of new equity; it is the life line to our business. Finding good deals is paramount to staying in this business. Anyone can buy a deal by paying the most money but finding the untapped potential of a property can increase returns, turning a good deal into a great deal."

Reves earned his Certified Commercial Investment Member (CCIM) designation as a recognized expert in the disciplines of commercial and investment real estate. He has been named as a Power Broker by CoStar Group four times since 2004 and in 2009 the Kansas City Regional Association of Realtors (KCRAR) recognized Reves as the city's top investment broker by dollar volume.

Reves currently volunteers his time coaching flag football for youths through YMCA of Greater Kansas City. He has also been active in fund raising for The First Tee of Greater Kansas City.

DAVID REIFMAN

Partner and Senior Vice President, Strategic Development Initiatives

CRG | **Chicago, Illinois**

Though he now serves as partner and senior vice president for strategic development initiatives at Clayco's real estate arm, CRG, David Reifman's path through the private sector had a decidedly conspicuous detour in the public sector. From September 2015 through May 2019, he served as the City of Chicago's Commissioner of Planning and Development.

As Commissioner, Reifman was responsible for implementing large-scale, complex development and infrastructure projects, as well as numerous innovative policy and programming initiatives. Among his most notable accomplishments, Reifman was the architect of Chicago's widely recognized Neighborhood Opportunity Fund, which leverages the

success of increased density in downtown development to create resources for businesses in underserved neighborhoods on Chicago's South and West Sides.

As commissioner, Reifman also led the efforts to rehabilitate long-vacant landmark buildings such as Chicago's Old Main Post Office; modernized land use and mobility/transportation frameworks to transition obsolete industrial corridors to vibrant mixed-use job centers; initiated reforms to enhance minority- and women-owned business participation in private development; developed community anchors in underserved neighborhoods, including multiple grocery stores, affordable housing, public facilities and other commercial, industrial and institutional assets and created contemporary sustainability policies for effective green building development.

Now, Reifman leads key aspects of CRG's national development activities, helps to expand Clayco's design and construction businesses in existing and new markets and supports the Decennial platform, focusing on scalable, long-term investments in Opportunity Zones.

Prior to joining the City, Reifman was a partner at DLA Piper. During his 25-year law career, he was lead counsel on projects such as the restoration, renovation and expansion of Wrigley Field, the establishment of the Method Factory in Pullman, the redevelopment of Fort Sheridan and the relocation of The Boeing Company headquarters to Chicago.