



Local Product Council Meeting - Capital Markets Council

Tuesday, November 29, 2022 | Federal Reserve of Richmond, Charlotte Branch

Wearing a mask is recommended (but not required) for fully vaccinated Richmond Fed guests.

Vaccination Requirements

Please take a moment to review the [COVID Assumption of Risk Acknowledgement](#) document (to be acknowledged during your registration process).

At this time, the Richmond Fed requires all guests and visitors to be fully vaccinated¹ and reserves the right to require proof of vaccination prior to entry. You may be denied entry if you are asked to provide such proof and are unable to do so. Wearing a mask is recommended for fully vaccinated¹ Richmond Fed guests and visitors.

¹The Centers for Disease Control and Prevention considers an individual fully vaccinated if they are: 2 weeks after their second dose in a 2-dose series, such as the Pfizer or Moderna vaccines, or 2 weeks after a single-dose vaccine, such as Johnson & Johnson's Janssen vaccine. If you don't meet these requirements, regardless of your age, you are not fully vaccinated.

Parking and Access Instructions: Located at 530 E. Trade St. The bank is bordered by Trade, Fourth, Davidson, and Caldwell. There are plenty of surface lots near the building (a resource may be <http://www.bestparking.com/charlotte-parking/>). Entrance to the bank is on Trade Street, and by the front door, there is a speaker on the wall. Please announce yourself using the speaker and the security officer will open the door for you. Please have a picture ID with you. Upon entering the building, you will be asked to place all handheld items on a conveyor to be x-rayed and to walk through a metal detector. Security will notify a staff person to take you to the meeting room.

These procedures are routine for all visitors and usually take about 5 - 7 minutes, so you may want to arrive a few minutes early. NOTE: The Bank's current safety protocols require that all guests and visitors to be fully vaccinated and reserves the right to require proof of vaccination prior to entry.

AGENDA

7:30am: **Continental Breakfast / Networking**

8:00am: **Welcome, Opening Comments and Introductions**

Council Co-Chairs Stuart Proffitt, Proffitt Dixon, Brian Richards, Beacon Partners and Hunter Miller, Wells Fargo

8:15am: **Economic Update**

[Matt Martin](#), Federal Reserve Bank of Richmond, Charlotte Branch

8:35am: **Round Table Group Discussion** – What's in Store for 2023?

Facilitated by Rob Cochran, Cushman & Wakefield

Insight from market areas - discussion leaders:

Retail (Brian Purcell, Asana Partners)

Office (invited)

Hospitality (invited)

Industrial (Brian Richards, Beacon Partners)

Multifamily (Stuart Proffitt, Proffitt Dixon)

Capital (Hunter Miller, Wells Fargo)

10:00am: **Adjourn**

Council Members

Co-Chairs: Stuart Proffitt, Proffitt Dixon | Brian Richards, Beacon Partners | Hunter Miller, Wells Fargo

Members: Travis Anderson, JLL | Adrienne Bain, Citizens Bank | Drew Barnette, Patterson Real Estate Advisory Group | Lee Cochran, Laurel Street Residential | Rob Cochran, Cushman & Wakefield | JP Conklin, Pensford | Darryl Dewberry, The Spectrum Cos. | Debbie Duniec, Childress Klein | Alice Eckenrode, PNC Bank | Kris Fetter, Faison | Michael Gribble, Fairfield | Skeet Harris, TB Harris & Associates | Krista Hunter, Truist | Kory Jeter, Graystar | David Jones, Troutman Pepper | Shawn Kimble, Barings | Jason LaBonte, Crescent Communities | Terrence Llewellyn, Llewellyn Development LLC | Christina Langrall, LMC, a Lennar Company | Steve Larson, Lincoln Financial | Tim Leaycraft, T.W. Leaycraft & Co. | Nick Matus, Bank of America | Ron Messenger, Grant Thornton LLP | Mike Ortlip, Grandbridge | Brendan Pierce, Crescent Communities | Brian Purcell, Asana Partners | Brian Richards, Beacon Partners | Andrew Rosti, Grubb Properties | Bobby Speir, Crosland Southeast | Travis Stowers, US Bank | Jeff Thomas, Ferncroft Capital | Jeff Titherington, Huntington Capital Markets | John Scott Trotter, SilverCap Partners | Eric Williams, Charter Properties | Judy Wishnek, Truliant Federal Credit Union | Landon Wyatt, Childress Klein

Hosts: Anne Burnett, Federal Reserve Bank of Richmond | Matt Martin, Federal Reserve Bank of Richmond | Theresa Burnett, ULI Charlotte | Laura Ullrich, Federal Reserve Bank of Richmond
