



Local Product Council Meeting - Capital Markets Council

Thursday, April 18, 2024 | Federal Reserve of Richmond, Charlotte Branch

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: Brian Richards, Beacon Partners, Shawn Kimble, Barings, and Krista Hunter, Truist

8:15am: **Economic Update**

Laura Ullrich, Federal Reserve Bank of Richmond, Charlotte Branch

8:35am: **State of the Markets**

JP Conklin, Pensford & Loan Boss

8:50am: **Investment Demand**

Rob Cochran, Cushman & Wakefield and Patrick Gildea, CBRE

9:15am: **Round Table Group Discussion** - *Listen, ask questions, and openly discuss the current economic backdrop and the implications for real estate.* Facilitated by Shawn Kimble and Krista Hunter

10:00am: **Adjourn**

Council Members

Co-Chairs: Brian Richards, Beacon Partners | Shawn Kimble, Barings | Krista Hunter, Truist

Members: Travis Anderson, JLL | Adrienne Bain, JPI | Drew Barnette, Cushman & Wakefield | **Adrian Boddie, Troutman Pepper** | Jeff Cernuto, Princeton Communities | Lee Cochran, Laurel Street Residential | Rob Cochran, Cushman & Wakefield-US | JP Conklin, Pensford & Loan Boss | Sunil Devarakonda | Darryl Dewberry, The Spectrum Companies | Debbie Duniec, Childress Klein | Kris Fetter, Faison | **Patrick Gildea, CBRE** | Michael Gribble, Fairfield Residential | Kory Jeter, Greystar | **Laughton Jones, Centerlane Capital** | Jason LaBonte, Crescent Communities | Christina Langrall, Quarterra Group | Steve Larson, Lincoln Financial Group | Terrence Llewellyn, Llewellyn Development, LLC | Connor Macon, Wells Fargo | **Dan Mainous, Truist** | Nick Matus, Bank of America | Hunter Miller, Wells Fargo | Pierre Molster, The Carlyle Group | **Cooper Morrison, Beauxwright** | Bart Murr, Insite Properties, LLC | Mike Ortlip, NewPoint Real Estate Capital | Brendan Pierce, Crescent Communities | Stuart Proffitt, Proffitt Dixon Partners | Brian Purcell, Asana Partners | Sagar Rathie, Crescent Communities | Andrew Rosti, Grubb Properties | Bobby Speir, Crosland Southeast | Travis Stowers, U.S. Bank | Jeff Thomas, Ferncroft Capital | Michael Threlkeld, Piedmont Capital | Jeff Titherington, Huntington Capital Markets | John Scott Trotter, Silvercap Partners LLC | **Andrew Webb, Redline Property Partners** | Eric Williams, Charter Properties, Inc. | Landon Wyatt, Childress Klein | **** BOLD** are new 2024 council members

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