



Local Product Council Meeting - Capital Markets Council

Tuesday, November 18, 2025 | 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/> and see attached information). 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.

AGENDA

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

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

Krista Hunter, Truist and Brian Richards, Beacon Partners, Council Co-Chairs

8:15am: **Fed Update**

Matt Martin, Federal Reserve Bank of Richmond, Charlotte Branch

8:35am: **Group Discussion: Broker Panel – Transactions, Capital and What’s Next**

Listen?ask.questions?and.open.discussion

- Office - Patrick Gildea, CBRE
- Industrial - Brian Richards, Beacon Partners
- Multi-Family - Michael Gribble, Fairfield
- Lending – Connor Macon, Wells Fargo

10:00am: **Adjourn**
