



Cincinnati

**Real Estate  
Accelerator Lab**





# Cincinnati

Robie Suggs, REAL Board Chair and Cincinnati Development Fund

Deborah Robb, REAL Board Vice-Chair and The Port

Jeanne Gollither, REAL Board, Sponsor and Cincinnati Development Fund

Kay Battle, REAL Board & Alumni, and Common Sense Capital Solutions

Chris Dobrozsi, ULI Cincinnati Chair and Neyer Properties

Kim Fantaci, ULI Cincinnati Coordinator

Debbie Dent, ULI Cincinnati Executive Director



## Urban Land Institute Mission:

Shape the future of the built environment for transformative impact in communities worldwide

## Mission Commitments:

**CONNECT** diverse members through a global network of interdisciplinary professionals

**INSPIRE** best practices for equitable and sustainable land use through content, education, convening, mentoring, and knowledge sharing

**LEAD** in solving community and real estate challenges through applied collective global experience and philanthropic engagement



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# REAL Board Organizations

Catalytic Development Funding  
Corp. of NKY

Cincinnati Development Fund

Cushman & Wakefield

Fifth Third Bank

Greater Cincinnati & Northern KY

African American Chamber

LISC of Greater Cincinnati and

Northern Kentucky

Huntington Bank

Ironsmith Development

JAKE Advisors

Moody Nolan

The Port

STNL Development

Terrex Development & Construction

Taft Law

ULI Cincinnati



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# REAL Objectives

- Expand diversity, equity and inclusion in real estate development.
- Focus on leadership and advancing the real estate profession.
- Learn to create and sustain thriving careers and communities.
- Graduates will be poised to assume leadership positions and/or have an entrepreneurial drive to create and foster real estate development in their communities.
- Create long term value.



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## **FACTS**

**REAL 3.0 (started in 2019)**

**Never missed a class during COVID**

**Meet September thru May**

**Tuition is \$1500 or \$1750**

**Scholarships provided up to 85%**

**Applications accepted until June 30**

**REAL Board is also selection committee**

**131 applications / 75 selected**

**Some mentors have participated all 3 years**

**Alumni still call and attend events**

**Two alumni sit on REAL Board**



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## **HIGHLIGHTS**

Revenue budget of \$52,750

\$10,000 sponsorships

\$3,010 profit

\$16,215 scholarships

13 of 25 received assistance

## **ENGAGEMENT**

25 Cohort members

25 Mentors

50 Alumni

25 Instructors

22 Board Members



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**REAL 1.0-3.0**

**ALUMNI GROUP  
PLANNING FOUR  
EVENTS: 98% OF  
GRADS STILL  
ACTIVELY RESPOND  
TO REQUESTS**



**AWARD WINNING**

\$5,000 grant from the Ohio Capital Impact Co.

2020 CLIMB Award: Changing the Face of Business from CincinnatiUSA

**CONNECTIONS**

12 graduates have been hired by companies affiliated with ULI since enrolling

8 graduates have partnered on projects of various levels since enrolling.



# REAL 1.0 INTRODUCTIONS

Kemo Aakhutera  
Brandon Black  
Dureka Bonds  
Samantha Carmine  
Anita Clark  
Christine Crowe



Micah Dickson  
Michael Golden  
Lindzie Gunnels  
Jalen Johnson  
Keitha Johnson  
Alexis Kidd-Zaffer



Kyle Ludlow  
Sean Mahaffey  
Joseph Malek  
Brady Melton  
Marcus Parrish  
Samantha Reeves



Morgan Rigvad  
Taylor Ross  
Emily Scovil  
Michael Smith, Jr.  
Nique Swan  
Allen Woods  
Brian Yangyuen



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LLSC

INNOVATOR LAB

# REAL 2.0 COHORT GRADUATES

MAY 2021

- Row 1  
Demo Ali  
Ade Ayoade  
Yvonne Ballard  
Alex Barnes Porter  
Kay Battle  
Felicia Bell
- Row 2  
Chris Bennett  
Fatima Bodrick  
Aharon Brown  
Tia Brown  
LaTosha Chappell  
Rob Denham
- Row 3  
Tommy Drought III  
Kate Greene  
Drew Haynes  
Josh Kimber  
Ed Mathis  
Derek McCain
- Row 4  
Dee McNeal  
Ced Peerman  
Kim Ranz  
Dejah Rawlings  
Luke Warren  
Sterling Wright



GENERATOR LAB  
Urban Land Institute  
Cincinnati  
LISC



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**2021-2022**

Age and gender play an important role in balancing the REAL Cohort.



**WHEN MATCHING TO OUR MENTORS WE LOOK AT EXPERIENCE AND CURRENT EMPLOYMENT**

## CAREER LEVEL

44% = Entry  
20% = Intermediate  
24% = Mid  
8% = Senior

## EMPLOYMENT

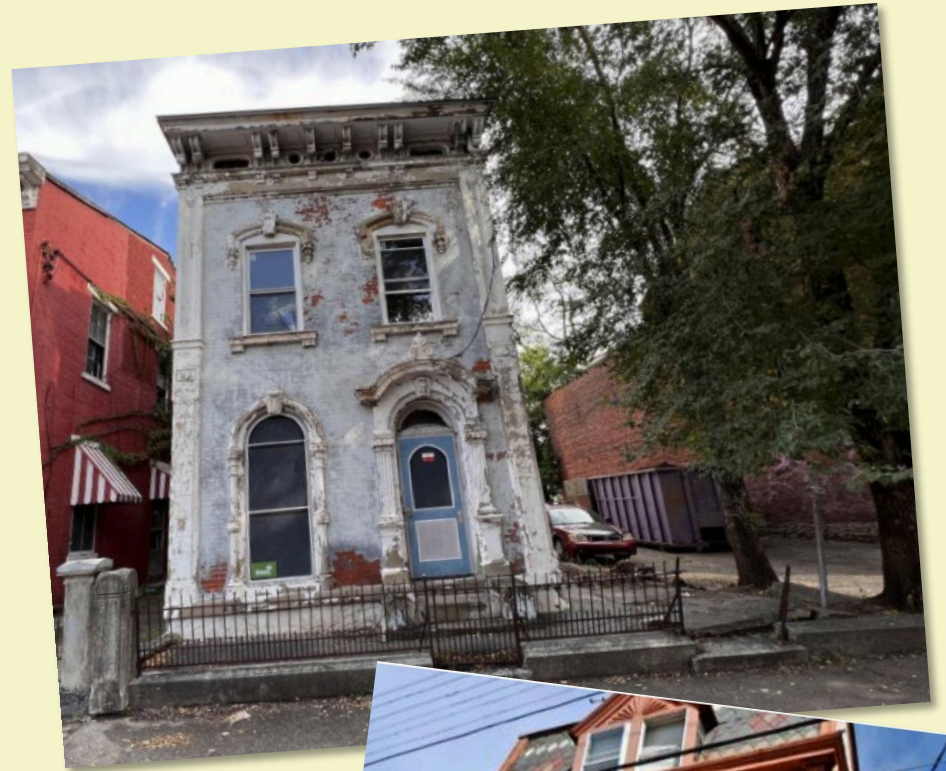
24% = Self-employed  
48% = For-profit  
24% = NFP  
4% = Not employed



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# REAL 3.0 PROJECT

Each of the five groups will create a real estate company to develop a real-life commercial, urban or in-fill project. Teams are required to simulate the purchase of a low-cost property from The Port.





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## TIMELINE

### NOVEMBER

Hear from The Port and visit a property as a group

### JANUARY

Present to the group the property selected and why

### FEBRUARY

Take a tour of the property and confirm selection. Complete pages 1-4 of the application and present the team's work.

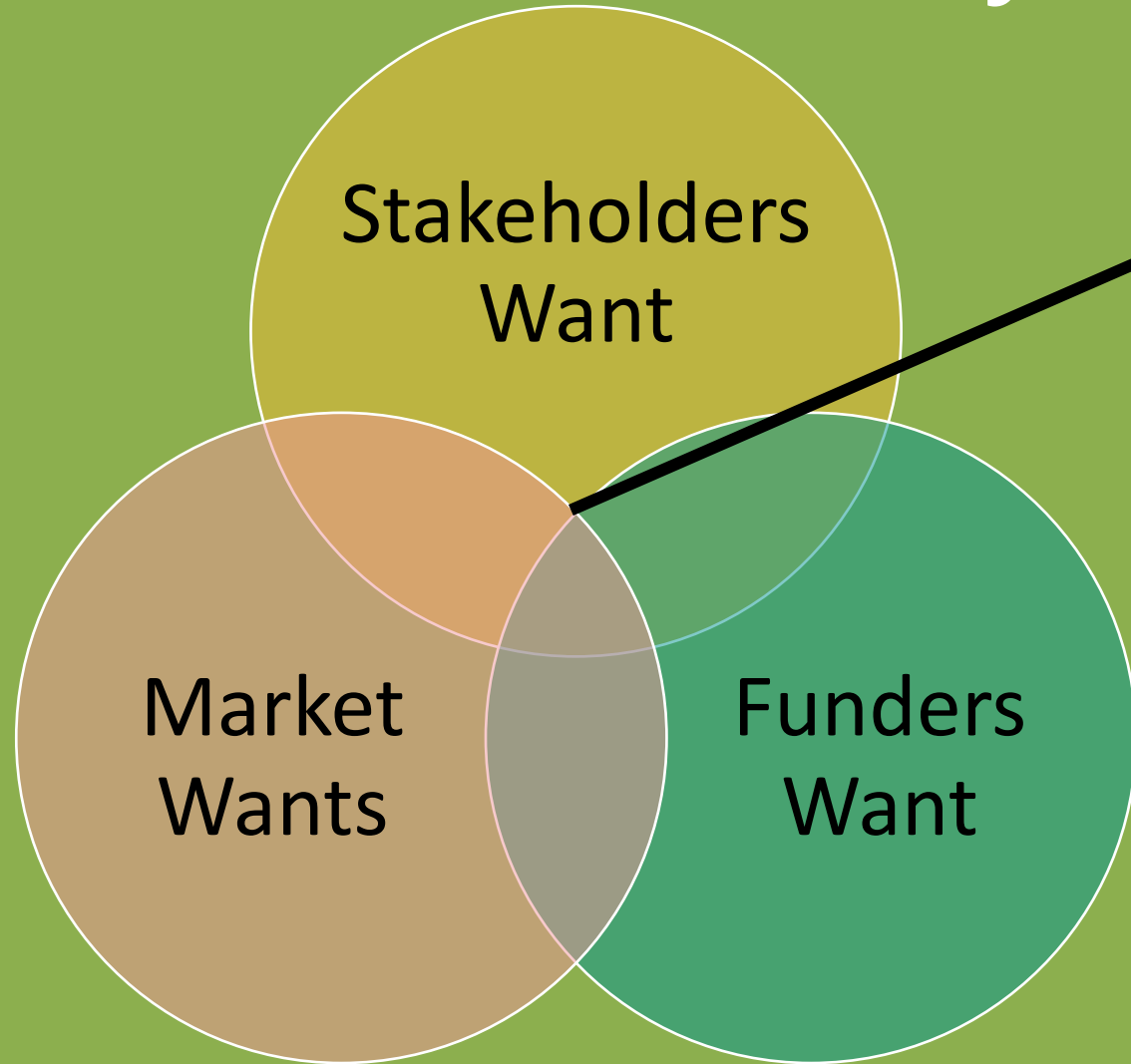
### MARCH

Complete pages 6-7 of the "Commercial Development Application" and present the team's work.

### APRIL

Complete the team's "pitch" as explained on page 8 of the application and present a full summary and review of the "pitch" to The Port.

# Community Driven Process



Good  
Development



The Model Group

The Port



# Building a Bridge Between Vision and Capital

## Lending Focus:

- To be nimble, creative, collaborative, and responsive to ever-changing community development needs
- Create and/or preserve affordable housing
- Produce developments in areas experiencing population loss or blight
- Provide capital solutions for nonprofit facilities
- Improve access to healthy food in “food deserts” and low-access communities
- Promote Energy Efficiency



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# REAL Alumni

- Networking Events
- Continued Education
- Collaborative Projects
- Mentoring







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## REAL 1.0 & 2.0 (2019-2021)

This page contains links to files utilized by REAL 1.0 and 2.0. We will continue to add to this page so you'll be able to connect to members of all classes.

[REAL Cohort Rosters](#)

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[REAL Boards](#)

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[REAL Mentees-Mentors](#)

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[Courses and Materials](#)

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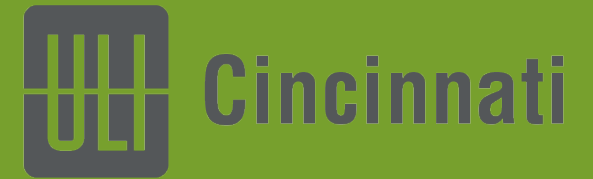
[Graduations and Photos \(past and current\)](#)

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[Job and Investment Opportunities](#)



# How do you apply?



Cohort members are selected from a pool of applicants through a rigorous process of screening and interviewing.

Applicants submit a completed and signed application, short essays, and a resume or bio by the deadline: June 30, 2022.

[CINCINNATI.ULI.ORG](https://CINCINNATI.ULI.ORG)



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# What can you do to help REAL's success?

- Help promote REAL to diverse candidates
- Teach segments on a topic, such as “How to work with the City”
- Send employees through the program
- Consider recruiting from the program
- Help with funding students for the program



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Questions?



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Thank you.

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