

# CRCBR

CHARLOTTE REGION | COMMERCIAL BOARD OF REALTORS®

# REFLECTING ON THIRTY YEARS



1993 - 2023

**30<sup>th</sup>**  
ANNIVERSARY  
**CRCBR**

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# Celebrating 30 Years and the Strength to Keep Going

Kim Kendall, CCIM, SIOR, 2023 President



After several years in leadership with CRCBR, I have learned how fortunate we are to have this organization. The dedication of our leaders for the past 30 years has helped create one of the strongest real estate organizations that focuses exclusively on commercial real estate. I have spoken to similar organizations across the United States, and no others have anything like we have in Charlotte.

For more than 30 years, we have emulated successful programs and initiatives while putting our personal touches on them. We have built programs and brands to address the needs of our market and our members. Once a program is built, we strive to keep it fresh and relevant by reviewing our initiatives, annually, to focus on continued improvement. We face new challenges in our businesses and community, while staying relevant to commercial real estate professionals because being their voice is our ultimate focus.

During this 30th year of CRCBR, our leadership chose to invest in growth. Here are some of our goals and how we are building for many years to come:

## Community Give Back

Being part of the future of our community helps our region thrive. The sunbelt remains attractive when other areas struggle with loss of residents and community resources. Early in 2023, we partnered with Catawba Lands Conservancy (CLC). This partnership will help our members by creating a livable and desirable community that will include amenities such as trails and parks to make marketing our region stronger. Additionally, creating open space and an avenue for wildlife to thrive supports our livability. CRCBR's 2023 community partner received a \$7,500 cash contribution and a Chairman level sponsorship (equivalent to \$7,500), hosted a community service project with the Leadership Class cleaning up trails, and committed to educating our members about getting involved in enhancing our community.

Additionally, cultivating future generations of commercial practitioners has been a long-term focus for CRCBR. Annually, CRCBR awards four (4) university scholarships, totaling \$10,000. Scholarships are awarded at Johnson C. Smith University (JCSU) and UNC Charlotte (graduate and undergraduate real estate programs). A few years ago, we implemented a grant program to support diverse students in completing their pre-licensing classes and exploring commercial real estate as a profession. Late in 2023, CRCBR created a Legacy Fund to grow support for our future leaders, raising more than \$10,000 in less than two months. Helping future real estate leaders achieve success is the premise for our association.

## Young Professionals Network

How about those younger brokers who need to develop their networks to grow and thrive? Since 2006, CRCBR's Leadership Class has thrived, immersing professionals into learning about the ins-and-outs of commercial real estate sectors, building leadership skills, and cultivating stronger relationships for the future of CRE. In 2023, CRCBR launched YPN, the Young Professionals Network,



for ages 40 and younger (or the young at heart) to gather and build their CRE networks. With more than 120 members, the YPN hosts quarterly events such as meetups for coffee and after-work cocktails, providing young members a casual avenue to connect.

**“ We talk a lot about our younger generation, but CRCBR is built on all experience levels. ”**

## Educating For Success

A primary focus of CRCBR is to make sure our commercial real estate members are educated to effectively represent their clients. CRCBR was created because commercial real estate is different from residential real estate. For many years, CRCBR has offered continuing education focused exclusively on commercial real estate and is one of few associations that delivers this. Building upon this, CRCBR reinstated back-to-the-basics education as many of our member firms depend on new brokers to learn on the job. In February 2024, our education committee will launch a Core Concepts Series focused on the main market segments in commercial real estate. This series will offer five classes taught by members with real-life experience, knowledge, and emphasis on raising the excellence of commercial real estate. Classes focus on the Fundamentals of Commercial Real Estate, Industrial, Office, Land, and Retail. Participants will be able to register for a specific focus area or for the entire series.

## Engagement at All Levels of Membership

We talk a lot about our younger generation, but CRCBR is built on all experience levels. We are fortunate that our members engage throughout their career. By creating opportunities for all ages

and experiences to participate in programs and events, we are stronger. This year featured the Circle of Excellence program (newly updated), a DEI panel, continuing education geared toward CRE, Breakfast with Brokers, the 30th anniversary party at Goldie's, Charlotte Football Club outing, Knight's Game with CCIM, and the annual meeting. We need EVERYONE involved to continue building our strength as an industry

and organization. I challenge you to find your interest and be present.

## Amplify Communications

And we can't forget: It is imperative that we elevate our messaging to our members and the community. Early in September, I had the opportunity to sit down with Captain Bret Balamucki with the Charlotte-Mecklenburg Police Department to discuss safety in our community and real estate. Connecting our members to this key information and helping the police department support our industry's safety is a worthwhile venture.

We are increasing the exposure of commercial real estate by showcasing our members' successes through increased social media posts on Instagram, Facebook, and LinkedIn. We also are highlighting CRCBR events, upcoming events, and the faces of our leadership.

I am proud to be a CRCBR member, and grateful for the leaders before me and those still to come. I look forward to being part of this impactful association as we stay relevant and effective for many years. Thank you for the opportunity to be your President this year. It has been a fun and rewarding experience.

# We've Come a Long Way

## Theresa Burnett, Executive Vice President



Over the years, I have realized how fortunate Charlotte and CRCBR are to have strong commercial real estate leadership. When I began with CRCBR in 1999, I quickly learned the passion our members have for our community and industry. Establishing a "commercial board" provided a much-needed voice to the industry. To this day, we are one of the leading commercial structures across the United States. We continue to evolve and grow as an association, offering services specifically tailored to the industry.

Prior to the beginnings of CRCBR, the CLE (Commercial Listing Exchange) and commercial voices were part of the "residential board" (then called the Charlotte Regional Realtor® Association (CRRRA) – now Canopy). Several of our present-day commercial practitioners served as president of CRRRA in the 1970s and 1980s, but knowing the way commercial operates, having a separate voice was critical. Leading up to the formation of CRCBR, these change-makers helped build the base of what we have today.

“  
***We make a big impact on our community in a very meaningful way.***  
”

To this day, commercial real estate produces incredible volumes of transactions, with fewer brokers than in residential. We make a big impact on our community in a very meaningful way. Over the years, the leadership in CRCBR has strived to support the industry with education, networking, information, data, and a voice in public policy and advocacy. Even with the economic slow-downs, recessions and thriving markets, our cornerstone is standing strong for our members.

To wrap it up, I want to express my gratitude. Thank you to each and every president of CRCBR who has been a part CRCBR's fabric. They care, beyond their time of service, and each is still plugged into CRCBR. Thank you to our founding fathers (and mothers) of CRCBR. Without your energy and foresight, we would not be here. Thank you to all our board members, committee chairs and members, and volunteers (past and present), serving to mold our programs, education and more. Your time and energy make the engine run. Thank you to REBIC (the Real Estate and Building Industry Coalition) and the national and state Realtor® associations, for providing your perspectives on public policy and regulations that impact our industry and property rights. Thank you to our association partners, education providers, and industry experts for sharing relevant industry knowledge. Thank you for the financial support and commitment of our sponsors and Industry Partners, giving us the ability to continue to grow and evolve. Thank you to each member of CRCBR. If you have been with us for one or 30 years (or someplace in between), you make a difference. And thank you to our staff, who work side-by-side with our members to implement our vision.

We may not see each of you during the year, but we appreciate your commitment to CRCBR and your cooperation in making commercial real estate what it is today!





*Habitat for Humanity home build in Historic West End neighborhood of Charlotte.*



# The CRCBR Story

In 1993, a small group of commercial real estate professionals in the Charlotte region came together to form an association that, over 30 years, has come to be known as the voice of commercial real estate in an 18-county region in North and South Carolina.

The group's stated mission is "to be the voice to maximize regional economic opportunities through the delivery of technical services, educational and professional enrichment, and targeted marketing to benefit the regional commercial real estate industry."

As the Charlotte Region Commercial Board of REALTORS® enters its fourth decade, it's time to look back on how the board has thrived through 30 years of historic growth – and survived a few spectacular downturns as well.

## In the beginning



*Jim Rogers is sworn in as CRCBR's first president.*

**According to Jim Rogers, the association now known as CRCBR wasn't born as much as it was hatched.**

The incubation took place through most of 1993 over frequent casual meetings. Rogers, who eventually became CRCBR's first president, and a group of allies in the commercial real estate community had a vision. For decades, these men dutifully renewed their North Carolina real estate licenses annually, taking the required education courses. But there was a nagging issue – the required courses, while interesting, didn't pertain to what they did as commercial brokers.

If real estate is a big pond – and it is – commercial real estate professionals are in some ways small fish. They broker massive deals, but they're overwhelmingly outnumbered by their residential counterparts. Rogers and his cohorts, in real estate parlance, were searching for a place to call home. And failing to find it, they set out to build their own.

They'd heard of other cities, Rogers says, that had split off and formed their own commercial real estate board, among them Denver and Atlanta. Rogers and many others agreed that creating an organization just for commercial brokers was necessary. "We needed our own show," Rogers says. The commercial brokers wanted a voice in the region and in Raleigh, and forming an association geared to the commercial broker was a way to do that.

Bob Percival, who followed Rogers as the organization's second president, remembers the way things started – a group of brokers talking about forming a group to provide resources for those working in commercial real estate in Charlotte. They started out with a big list, moving from "macro to micro," Percival says. "We shook it up, marinated it and probably threw a little wine on it, and came up with the idea of a commercial board."

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### 1990s Boom and Bust:

The 1990s sees significant growth in commercial real estate. However, by the late 1990s, overbuilding and economic downturns leads to commercial real estate market compression.



**CRCBR:** As the Metrolina Commercial Board of REALTORS®, MCBR receives its charter from the National Association of REALTORS®, launching with 500 members by the end of the year, while also starting the Metrolina Commercial Information System (MCIS) for online commercial property searches (going beyond the printed listings).

1995

1994



Increased demand for office space and the development of large shopping centers.



**1994:** Charlotte's Uptown hosts its first Final Four Tournament, with the press calling Charlotte an "eager to please town."





*CRCBR has grown in size and diversity, representing all facets of commercial real estate in the Charlotte area.*

Rogers was a constant in the formation of the association, and over the early months, various brokers and others joined him in planning. These founders wanted everything done right; from the beginning they wanted a board with staying power.

"We didn't want something temporary," Rogers says. "This would be a forever board."

To that end, Rogers went to Atlanta twice to meet with their board's executive director. He observed the dynamics of the organization and made note of details. Along with the unofficial board that had formed over numerous lunches, Rogers and attorney Garth Dunklin created an exhaustive to-do list, including creating governing documents, gaining the support of the national and state associations, hiring staff, setting up a commercial property exchange, and developing the initiatives, education, and programs to fully engage with commercial real estate brokers.

It was quite a task. These original founders took on these duties in addition to running their businesses. CRCBR's current executive vice president, Theresa Burnett, is quick to point out that this force of dedicated volunteers got the organization up and running and is still a part of its continuing success.

"We've had our struggles," Burnett says. "But people have been willing to put themselves out there, and they've passed that down. A lot of what you see today is due to volunteers."

After creating a foundation for the group, Rogers and associates began marketing in earnest. Local media – in particular, Doug Smith of The Charlotte Observer and Robert Morris of The Charlotte Business Journal – were instrumental in helping spread the word about the new group. They approached local businesses that had connections to commercial real estate and invited everyone to a luncheon at the old Adams Mark hotel. Johnny Harris served as keynote speaker for the lunch, which drew about 450 guests. Harris inducted the first slate of officers. Rogers was sworn in as CRCBR's first president and ended up serving two consecutive terms.

The organization now known as CRCBR was then called the Metrolina Commercial Board of REALTORS®. The name was changed to what we now know as the Charlotte Region Commercial Board of REALTORS® in 1995.

**1995**

- 1995: The Carolina Panthers begin their inaugural season
- 1995: Charlotte's Convention Center opens.

**1996**

- 1996: launches its first Multi-Million Dollar Awards Program, recognizing top commercial real estate producers in the region.
- 1996: MCBR changes its name to the Charlotte Region Commercial Board of REALTORS® (CRCBR). A partnership with the Charlotte Business Journal amplifies CRCBR's voice for commercial real estate. CRCBR creates a Corporate Associate Council.
- 1996: The beginning of South End redevelopment is helped by an EPA Brownfields grant.

**1997**

- 1996: Charlotte sees a single snowstorm blanket the area with 17+ inches (the most snow to ever fall in Charlotte's history).

# Challenges



(L-R): Executive Vice President Theresa Burnett and 2023 President Kim Kendall

Like any organization, CRCBR had its share of growing pains. After a few years, it became evident that the original executive director model had limitations, and CRCBR would be better served by hiring a management company. That's how Burnett came into the picture. Hiring individuals meant that staff would come and go, but a management company gave CRCBR much-needed continuity and stability. Burnett signed a contract with the board in 1999, and leaders over the ensuing years say they couldn't do it without her.

Bailey Patrick was president when Burnett was brought on board, and his leadership moved CRCBR in a positive direction, says Rob Pressley, 2009 president. "It was the direction we needed to go."

"It was a key decision," says Steve Gassaway, CRCBR president in 2010, adding that realizing early in the life of the organization that the original

idea didn't work and bringing in Theresa and her team was a challenge that was handled in the best possible way.

Meredith Ball, 2018 president, agrees. Just before she started her term, the listings database went down and she stepped in, working with Theresa to find a new provider as quickly as possible. She recalls being on a business trip and speaking with Theresa by phone to work out the intricacies of a new contract with a provider. "She is passionate about our success," Ball says. "I would not have wanted to be in that seat without her."

## Burnett modesty demurs.

"It's just not one person," she says. "[Members] have the vision – the chutzpah, really. They create a vision and I love to help pull together a vision. And I have a whole team here. I couldn't do it on my own."

When CRCBR was formed, four goals were top of mind, and they've stayed at the forefront. To some extent, these goals defined the need for an organization to serve the specific needs of commercial real estate professionals.

One was education offerings created specifically for commercial brokers. A driving force in the formation of the organization was that, although education was required to maintain a license, the education offered to brokers wasn't relevant to their professional needs. Courses offered were 100 percent geared toward residential real estate.

Second, commercial professionals wanted a voice in local, regional, and state politics. They wanted to make sure policymakers in Raleigh and beyond understood what they needed and wanted. Again, those needs differed, and were sometimes at odds with residential real estate.

## Tech Boom and Bust (Late 1990s to Early 2000s):

The dot-com bubble and subsequent burst has a major impact on commercial real estate. Charlotte benefits from a massive migration of residents from the Northeast and Midwest.



**CRCBR:** Launching into educating future practitioners, CRCBR begins the Commercial Certification Program, providing industry foundations for commercial real estate. Meanwhile, CRCBR sells MCIS to Real Data to serve the listing services of members.

1998

1997



**Top Stories:** Developing on Charlotte's edge, Ballantyne Corporate Park's first office building is available. BankAmerica Corp. and Nations Bank Corp. merge to become Bank of America, dubbing Charlotte as the "banking capital of the south." Wells Fargo and Bank of America employ more than 250,000. Another addition to south Charlotte breaks ground in Steele Creek with Ayrslay mixed use development.



## The CRCBR Story: continued

Third, those in commercial real estate saw tremendous value in gathering with other professionals. They knew that casual gatherings were a prime spot for networking, for doing what, in those days, was referred to as expanding your Rolodex. Real estate, most believe, is a relationship business.

And perhaps most important, they wanted their own listing service. Everyone was familiar with the MLS, the residential listing service. The group wanted something that commercial agents could use, and over time that proved to be problematic.

For the first decade – and beyond – it was CRCBR's biggest issue. In the beginning, CRCBR tried to do its own listing service and that was a failure, remembers Pressley, 2009 president. "It was important for membership to have access, but it was a failure. We were at a point where we had to pass the hat. We had to get out of database services."

"Database woes" were Burnett's greatest early challenge. Pressley credits her leadership in moving them out of a bad situation. "It was a pivotal moment," he says. But as recently as 2018, there were major commercial property exchange issues. When the system CRCBR was using at the time imploded, they contracted with Moody's Catylist, a national firm, for commercial listings and service. It was a tense time, says Meredith Ball, 2018 president. "Members were jumpy and edgy. We had to get it fixed."

"We had to learn by trial and error [on the database]," Percival says. "It was a huge beast to get around."

Changes in the economy over 30 years have created a unique set of challenges. Mike Harrell, 2008 president, was wrapping up his term as president when the global

financial crisis hit. Harrell is the first to say that his year as president really was not defined by the financial collapse. It came late in his term, and his successor, Rob Pressley, and others who followed him, really felt the effects.

As Harrell recalls, "In the first half of 2008, if anybody had any idea this would happen, I would have been shocked." Looking back, he gives a tremendous amount of credit to CRCBR for staying calm in a crisis.

"It was a challenging time," Harrell says. "Deals kind of stopped. Prospects dried up. I was spending my day organizing my desk."

"When something like this happens, it's good to have a CRCBR."

Harrell says that Burnett and a good board and leadership get all the credit for keeping CRCBR going through that crisis time.

When Pressley stepped in for 2009, the mortar shells of the financial crisis were hitting hard. Not



2006 Deal Makers Awards Luncheon



**Top Stories:** South End becomes a tax district to fund district improvements, marketing to attract businesses and residents, and additional planning for four light rail stations along the original Lynx Blue Line.



**Top Stories:** The world scrambles to fix the Y2K bug - a computer flaw that might cause problems when dealing with dates beyond December 31, 1999.

2000

1999



**CRCBR:** The board restructures management and hires THM, Inc. to manage the association.



**CRCBR:** In the fall, CRCBR holds the Bill Simerville Memorial Golf Tournament to honor a longtime commercial real estate leader.

only was his business faltering, but Pressley's personal life was crumbling as well. "It was awful," he says. His marriage was failing. There didn't seem to be a bright spot on the horizon, but he was determined that he would survive. The downturn forced Pressley to try new directions in his business, and that turned out to be just what he needed. As he and so many of his colleagues struggled to stay afloat during this fraught time, he

What kept CRCBR afloat when businesses all around were going under? "We had an esprit de corps," he says. "We wanted to see it work."

## Then came COVID

Marty McLaughlin jokingly calls himself "the COVID president." He came into office in 2021, just after the lockdown. It was a time of change, and he took that to heart. With many folks working from home, commercial real estate wasn't thriving. McLaughlin says he looked for ways to adapt.

"Thank God for Zoom," he says. "The pandemic certainly changed things."

McLaughlin set out to increase diversity in CRCBR. "We tended to be an all-male organization and industry," he says. He worked to create a scholarship at the historically black Johnson C. Smith University, encouraging minorities to consider a career in commercial real estate, a cause that was important to him. He took CRCBR's leadership class to Raleigh to see how lobbying and advocating for important causes works.

He also felt it was important to have a mix of professionals from a variety of firms represented in leadership, from one-person shops to small and large firms. "We welcome everybody," he says. "And that's something to be proud of."



Networking at the 2016 Deal Makers Awards.

turned to his father, Tony Pressley, founder of the family firm, MECA Properties, for advice. "Dad said, 'You know how this is going to turn out,' and he paused, then said, 'Exactly the way it's supposed to.' I knew he was right. After fixing my personal problems, I started working on the business."

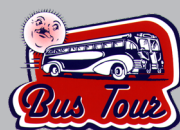
Steve Gassaway followed Pressley in 2010, coming in at a time when the effects of the downturn were evident all around. "We were not immune," Gassaway says. "But we only lost about 5 percent of our membership, and that was a great achievement."

## Always adding value

Importantly, says Gassaway and others, CRCBR has always focused on maintaining a strong value proposition for its members. It's been achieved by continuing to stay true to its original goals – property listings, education opportunities, networking, and advocacy – and adding more

### Sustainability and Green Building (2000s to Present):

The commercial real estate industry increasingly focuses on sustainability and green building practices, with LEED certification and energy-efficient design becoming standard in many projects.



2000: CRCBR partners with NAIOP Charlotte for the first Bus Tour.

2001: First Union and Wachovia merge to form Wachovia Corporation.



2002: The opening of Charlotte's second tallest building, the 46-story Hearst Tower.

2000

2002

2001

2002

2001: Two iconic bank and civic leaders retire from their respective banks (Ed Crutchfield from First Union and Hugh McColl, Jr. from Bank of America).



## The CRCBR Story: continued

value along the way. Members appreciate the relationships they've forged with others in the commercial real estate profession, as well as the chance to meet vendors and others in related businesses. Through the adoption of the National Association of REALTORS®, CRCBR has strong standards of practices and a code of ethics. These have strengthened the profession in the region, and there are a few complaints annually, Percival says, adding that he's personally "thrilled with that level of self-policing."

In addition, CRCBR recognizes top achievers in the field and celebrates excellence. "I think the top producers award (now the Circle of Excellence Awards) has added value," Gassaway says.

"We're always finding something new to provide for members," Percival says. "That's how we stay relevant." He adds that the organization is quick to react to changes and remains nimble after three decades.

The group frequently brings in speakers and topics to offer different perspectives, Percival says.

As the years went on, membership grew and stayed steady despite market downturns. Many say they were brought into the association by colleagues who were already members and encouraged them to join. Others said a new boss gently insisted that they needed to join. Most said they were sold on CRCBR as a networking opportunity.

Regular social activities and the chance to network sold Kim Kendall, president, 2023. She had just gotten into the industry and knew few people outside her workplace. It didn't take her long to realize she wanted to get more involved, so she joined a committee. "In my

opinion," Kendall says, "this business is all about relationships. And you like doing business with people you like."

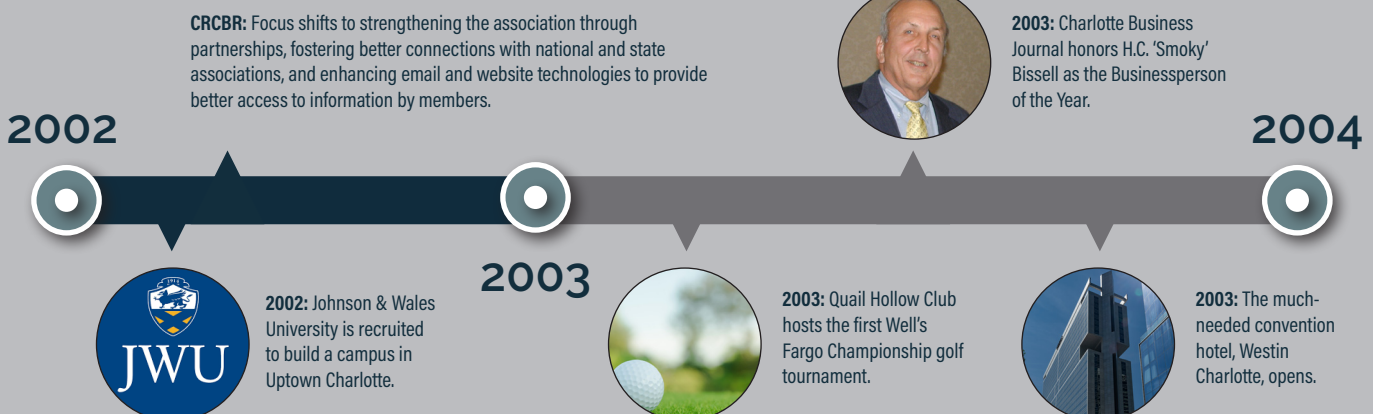
## Bringing in members and keeping them

Once the original titans got things started, CRCBR continued to attract new members. When asked how they came to join, most of the presidents says a colleague brought them to a meeting, or a boss or mentor suggested that it would be a good idea to join.

That's how Roger Cobb, 2007 president, came to CRCBR. Cobb, who grew up in Charlotte, worked in banking for a few years after college, then moved into commercial real estate. Almost immediately, a mentor, David Goode (president, 2000), suggested



(L-R): 2021 President Marty McLaughlin and 2020 President Charles Neil





(L-R): Jessica Brown and Keith Bell at the 2007 Commercial Spotlight

he get involved in CRCBR. "It helped so much," Cobb says. He stayed for many reasons, including friendships he forged along the way – "good, healthy relationships, even when you're up against somebody."

Keith Bell, 2016 president, remembers being told, "You need to go out and meet people, and the best way is CRCBR." A lasting lesson he learned in his presidency was the power of social media. Former Charlotte Mayor Harvey Gantt was speaker at the annual meeting. Bell stood beside him on stage, turned his back, and snapped a selfie of himself with Gantt and the audience behind them. Then he turned to the crowd and asked them to go to Instagram and "like" the photo he'd just posted. Hundreds of reactions were online in minutes. It was a moment he loves to recall.

Meredith Ball owes her involvement in CRCBR to Rob Pressley, her colleague at MECA at the time. "He's a strong promoter of the organization," she says. "He was right. You get integrated into the industry. There's great value in that." Over the years, she's paid that forward. "You really learn who's who in this business," she says. "And I tell

people, don't just join. Get on a committee." She says she encourages younger colleagues to join CRCBR, especially when they're just starting out.

Ball – the first and, so far, only CRCBR president to give birth while in office – says the collegiality of the organization has made a lasting impression on her.

"I've learned that we can respect our competitors," she says. "We all want Charlotte to win and grow, and there's enough business to go around."

"Hey, we're in real estate," Marty McLaughlin says. "We're all very competitive. But we're still friends. And that is very rare."

After 30 years, CRCBR enjoys robust membership and enthusiastic involvement from a new generation of commercial brokers. Remember SnackWell's, the low-fat cookies that took the country by storm? They were introduced in 1993, too. And now they're a relic of the past.



2017 Clay Shoot Networking Event

**2004** CRCBR launches a commercial property exchange - the Charlotte Region Commercial Property Exchange (CRCPE). **2004:** CRCBR holds its first ever Uptown Office Crawl.

**2005** Bobcats Arena (now Spectrum) and ImaginOn open in Uptown Charlotte. **2005:** CRCBR reaches the 1000 member mark.

**2006** Cindy Chandler (picture left) is elected as president of the North Carolina Association of REALTORS®. **2006:** The implosion of the old Convention Center to make way for the EpiCenter.

**2007** US National Whitewater Center opens.



## The CRCBR Story: continued



Happy Hour & Learn Event: The South End Effect

### Moving ahead

Over the past year, Kim Kendall has continued McLaughlin's push for diversity. With the future in mind, she has encouraged a Young Professionals Network within the CRCBR membership, open to all members under 40. Parker Levy heads up the group, which meets quarterly. "It's allowed me to network and get to know people I wouldn't have necessarily known," Levy says. Under-40 Industry Partners are invited as well, so members can "connect the dots," and grow with the organization.

Brett Gray, 2022 president, looks on his time as president as a lucky time in his life when he could be a servant leader. "It was quite an honor," he says. "Because what I received was so much more than I gave." He was, he believes, lucky to be surrounded by great committee chairs. "Lucky is sometimes better than good," he says. In his

**“** We've had strong leadership. It's really a who's who of real estate. **”**

year as president, he focused on revising and retooling sponsorship packages and the Circle of Excellence Award program. He focused on events and bringing in new leaders. "It wasn't all me," he says, "I think the board left the organization better than we found it."

And he served with an eye toward the future. "We have a great crew of titans in Charlotte, but they are aging out. A new generation needs to step in."

*Written by Jayne Cannon, freelance writer*



2024 Circle of Excellence Event

**Subprime Mortgage Crisis (2007-2008):** The subprime mortgage crisis triggers a global financial meltdown, leading to a significant downturn in the commercial real estate market. Vacancy rates soar, and many properties face foreclosure.

**Top Stories:** The Charlotte Coliseum (off Tyvola Road) is demolished for a future residential development.



**2008:** CRCBR earns Commercial Accreditation from the National Association of REALTORS®

2008

2007



**2007:** The LYNX Blue Line light rail begins operating, CRCBR successfully opposes the repeal of the transit tax.

 **Classroom Central**

**2008:** CRCBR begins its partnership with Classroom Central to foster equity in education.

2009

# Leadership



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# Why is CRCBR Still Chugging Along?



*"We've stayed relevant. We've listened to members, always looked for something to provide – non-brokers, different perspectives."*

**Bob Percival**  
President, 1996



*"We offer our members something they can't get anywhere else. We stay current. We listen to our members. That's why we're ahead of the curve."*

**Marty McLaughlin**  
President, 2021



*"We offer our members an opportunity to network with top people in the field. We offer commercial-based education. That is so important to our members. We make it as easy as possible to do business in Charlotte."*

**Meredith Ball**  
President, 2018



*"With the combination of its volunteer leadership and professional management, CRCBR has never lost its focus on serving the region's commercial real estate practitioners."*

**Landon Wyatt**  
President, 1998



*"Because CRCBR is continuously adapting and evolving to remain relevant to its members, and intentionally modifies its value proposition as the industry, technology, the economy and the world around us change."*

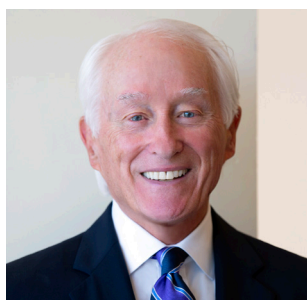
**Eric Ridlehoover**  
President, 2017



*"I think it's the involvement of our long-serving individual members and the well-established firms whose leadership sees the value in being an individual member and encourages younger members to become involved early in their career. Charlotte has a legacy of great firms with decades of success and involvement in the community and CRCBR."*

**Scott Hensley**  
President, 2012-2013

# Past Presidents



**Jim Rogers**  
President, 1994-95



**Bob Percival**  
President, 1996



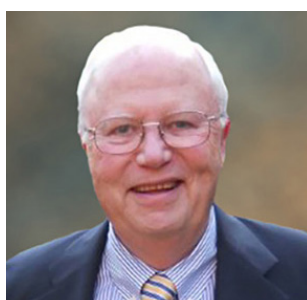
**Jim Merrifield**  
President, 1997



**Landon Wyatt**  
President, 1998



**Bailey W. Patrick**  
President, 1999



**David Goode**  
President, 2000



**John Shell**  
President, 2001



**Alan Lewis**  
President, 2002



**Brian Tuttle**  
President, 2003



**Rob Cochran**  
President, 2004



**Chase Monroe**  
President, 2005



**R. Kent Wood**  
President, 2006

## Recovery and Expansion (Late 2000s to Early 2010s):

Following the financial crisis, the commercial real estate market gradually recovers. Low interest rates and increased demand for office and retail spaces fuels growth.

**2009-2010 TOP STORIES:** The craft beer scene emerges with the opening of Olde Mecklenburg Brewery. The Duke Energy Center, the NASCAR Hall of Fame and Bechtler Museum of Modern Art open in uptown, and the Electrolux headquarters relocates to Charlotte.



**2010:** CRCBR and the Charlotte Regional Partnership (CRP) build relationships between economic development and brokerage. CRCBR and NAIOP Charlotte partner to hold the largest commercial real estate golf tournament.

2010

2009



**2010:** An increase in new commercial education courses is approved by the NC Real Estate Commission. Deal Makers Awards programs reaches 169 applicants, and The Voice newsletter moves to an online format.

2011





**Rise of E-commerce and Flex Space (2010s to Present):**

The growth of e-commerce reshaped commercial real estate. Warehouses and distribution centers are more prominent, while traditional retail spaces face challenges. Companies like WeWork popularize co-working spaces, leading to changes in how space is leased and utilized.



**2011:** UNC Charlotte opens its 11-story Uptown building.



**CRCBR:** CRCBR begins offering in-house CE for commercial firms. CRCBR successfully advocates for the Broker Lien Law and Broker Price Opinion in the state Legislature.

**2012**

**2011**

**2011-2012 TOP STORIES:** Wake Forest, Northeastern University and Charlotte Law School move to Charlotte and the Democratic National Convention is hosted in Charlotte.



**CRCBR:** The legislative committee meets with Speaker Tom Tillis on house floor.

**2013**



# Past Presidents



**Roger Cobb**  
President, 2007



**Mike Harrell**  
President, 2008



**Rob Pressley**  
President, 2009



**Steve Gassaway**  
President, 2010



**Robby Kirby**  
President, 2011



**Tricia Noble**  
President, 2012



**Scott Hensley**  
President, 2012-13



**Howard Bissell**  
President, 2014



**Jessica Brown**  
President, 2015



**Keith Bell**  
President, 2016



**Eric Ridlehoover**  
President, 2017



**Meredith Ball**  
President, 2018

**2013**

**2013:** Pat McCrory becomes the first Charlotte mayor elected governor.

**2014**

**2013 TOP STORIES:** U.S. Airways and American Airlines merge, with Charlotte remaining as a hub. Eastland Mall is demolished, and a \$96 million Charlotte Regional Intermodal Facility project is delivered.

**2014 TOP STORIES:** NCDOT and 1-77 Mobility Partners sign an agreement to deliver express lanes to Charlotte.

**2015**

**CRCBR:** CRCBR receives grants to fund the city bond campaign and to relaunch the Commercial Core Concepts program for commercial education.

**CRCBR:** CRCBR updates its logo and brand.





**2015-2016 TOP STORIES:** After the 2011 announcement of Chiquita headquarters relocating to Charlotte, the company withdraws and moves to Florida. Duke Energy purchases Piedmont Natural Gas (for \$4.9 billion). South End begins to realize the increase in office space with its live-work-play appeal. HB2, the state's "bathroom bill," takes aim at a city ordinance and protests in the streets of Uptown exemplify a growing unrest over racial issues.



**CRCBR:** Focusing on accessibility, CRCBR launches a mobile app and creates a presence on Instagram. In the community, CRCBR commits \$25,000 over five years in scholarships to the UNC Charlotte Center for Real Estate.

2015

2017



**2015:** The Charlotte streetcar opens, running from Johnson C. Smith University through uptown toward Central Piedmont Community College and past Novant Health Presbyterian Medical Center.

2016



**2016:** Charlotte Business Journal names Johnny Harris of Lincoln Harris Businessperson of the Year.



**CRCBR:** CRCBR launches the first ever community service project with a volunteer day at a Habitat for Humanity house.



# Past Presidents



**Rob Speir**  
President, 2019



**Charles Neil**  
President, 2020



**Marty McLaughlin**  
President, 2021

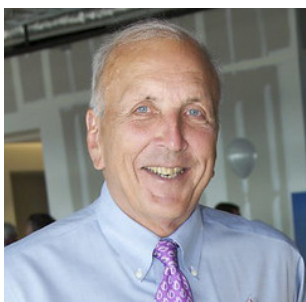


**Brett Gray**  
President, 2022



**Kim Kendall**  
President, 2023

**Prior to the formation of CRCBR, there were several members that served as president of the Charlotte Regional Realtor® Association (now Canopy):**



**H.C. "Smoky" Bissell**  
President, 1975



**David Reule**  
President, 1981



**Ward Mullis\***  
President, 1988

**CRCBR:** After the collapse of Xcelligent due to a lawsuit from CoStar, CRCBR reinstates SiteIndex, powered by Catylist.



**2017:** Vi Lyles becomes the first black female mayor.

**2018**



**CRCBR:** The Leadership Class is restarted to encourage growth of future leaders.



**CRCBR:** Hearing members' concerns, CRCBR creates a local-only membership option through the Commercial Brokers of the Carolinas (CBC).

**2017**

**2017-2018 TOP STORIES:** David Tepper purchases the Carolina Panthers, and Carolina HealthCare becomes Atrium Health. Big economic development announcements include Honeywell's relocation from New Jersey and expansions by LendingTree and AvidXchange.



**CRCBR:** To amplify commercial broker safety, a video safety challenge offers a fun view of serious concerns.

**2019**





2019



**CRCBR:** To raise more funds for local candidates, CRCBR partners with NAIOP to create the Commercial Real Estate PAC, adding to the support raised through RPAC.



**2019:** Lowe's selects South End for its headquarters.



**2019:** The Monroe Expressway opens on U.S. Hwy. 74 between I-485 in Charlotte and Marshville.

2020



**2019:** Charlotte scores a Major League Soccer team,

**2019 TOP STORIES:** Charlotte Pipe & Foundry announces it will leave uptown Charlotte for Stanly County. The Charlotte Chamber and Charlotte Regional Partnership merge to form the Charlotte Regional Business Alliance. BB&T and SunTrust Bank merge and will headquarter in Charlotte as Truist. Atrium Health and Wake Forest University sign a deal to bring the first medical school to Charlotte, and the Carolina Panthers land a deal for their headquarters and training facilities in South Carolina.

# Leadership Class

Leadership development is an essential element to growing the commercial real estate industry. The Leadership Class creates an exclusive opportunity for members to learn and build relationships, with the goal of becoming future leaders in the commercial real estate industry.

## 2006

John Bergin  
Teddy Chapman  
Scott Dumler  
Tripp Guin  
Robert Lore

## 2007

Jessica Brown  
Todd Miller  
Mark Quincy  
Rob Speir  
Jeff Taylor

## 2008

Keith Bell  
Christy Nine  
Will Fisher  
Angela Jordan  
Charley Leavitt  
Chris Schaaf

## 2009

Meredith Ball  
Randy Fink  
Eric Riddlehoover  
Eric Speckman  
Chris Swart  
Ben Vandiver

## 2010

Jon Beall  
Eric Parris  
Joe Franco  
Parker Melvin  
Kerri Robusto

## 2011

Matt Bowen  
Jenna Edelman  
Brooke Gibson  
Rhea Greene  
Bryan White

## 2018

Jaime Boast  
Elise Falls  
Chris Neal  
Maddy Howey  
Stephanie Spivey  
Karah Tanneberger  
Matt Treble  
Wes Tuttle

## 2019

Benjamin Biven  
Camille Christie  
Drew Coholan  
James Cox  
Chase Merkel  
Suzanne Hill  
Ross Howard  
Grant Keyes  
Chandler Knox  
Jackson Williams

**COVID-19 Pandemic (2020 to Present):** The pandemic has a profound impact on commercial real estate. Remote work, social distancing measures, and shifts in consumer behavior affect office, retail, and hospitality properties.

**2020 TOP STORIES:** COVID is declared a pandemic and shuts down business on March 11, 2020. The Paycheck Protection Program (and forgiveness of the loans) keeps businesses operating, and the Republican National Convention comes to Charlotte.



**CRCBR:** In-person commercial gatherings return at the Fall Golf Tournament and the spotlight event at Truist Field.

**2021**

**2020**

**CRCBR:** The association advocates with REBIC to declare commercial real estate as an essential business, adapting gatherings to remote and social-distance requirements.



**CRCBR:** CRCBR launches virtual networking and online CE classes to meet the needs of members and their businesses.





2023 Leadership Class at the Annual Meeting

## 2020-21

Kranthi Aella  
 Conor Brennan  
 Harris Doulaveris  
 Thomas Nealon  
 Bailey Partrick, Jr.  
 Scott Fuller  
 Rusty Gibbs  
 Robert Settle  
 Elizabeth Walker  
 Piers Wates  
 Daniel Yeboah

## 2022

Parker Levy  
 Clark Alcorn  
 Meredith Croom  
 Claiborne Dandridge  
 Kelvin Day  
 Claire Devon  
 Matthew Gonnerman  
 Greg Gosselin  
 Josh Suggs

## 2023

Holden Brayboy  
 Emily Cline  
 Frances Crisler  
 Mike Dempsey  
 Eric Donaldson  
 Ben Douglas  
 John Ernestes  
 Andi Peretsman  
 Rebecca Herron  
 Thomas Hipp  
 Evan Hodges  
 Ryan Kendall  
 Claire Shealy  
 Addison Stratton

### Industrial/Logistics Boom Leads to Infrastructure Investments (2020s to Present):

The rise of e-commerce increases demand for industrial and logistics properties. Government initiatives and infrastructure investments have the potential to impact commercial real estate, especially with new transportation projects.



**CRCBR:** To encourage diversity in commercial real estate, CRCBR establishes a scholarship at Johnson C. Smith University and adds a scholarship to allow for both graduate and undergraduate students in real estate.

**CRCBR:** The first Legends Award honoring members with meritorious service in our industry and organization is awarded. Rules for the new Circle of Excellence Award program (formerly known as Deal Makers Awards) are overhauled.

## 2022

## 2021

**2021-2022 TOP STORIES:** Centene abandons plans for \$1B University City campus with 90% of its employees working from home. David Tepper abandons plans for a South Carolina training facility and headquarters. City Council approves the 2040 Comprehensive Plan and the new Unified Development Ordinance.



**CRCBR:** In memory of Garth Dunklin, one of the UNC Charlotte scholarships is renamed.

# Awards



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# Circle of Excellence

Circle of Excellence Awards (previously known as Multi-Million Dollar and Deal Maker Awards) recognizes top commercial real estate sales and lease producers who have accumulated sales or lease transactions of over \$5 million.

## Award Winners for over 20-29 Years

Robert A. Cochran | Bryan P. Crutcher | David A. Dorsch | David J. Goode | Colclough Randy Graham | A. Scott Hensley | Lane A. Holbert | Anne P. Johnson | John N. Jones | Mark J. Newell | Lester E. Osborn | Bailey W. Patrick | Charles R. Percival | James H. Plyler | Robert A. Pressley | Patrick C. Russell | Lawrence M. Shaw | William B. Thomas

## Award Winners for 10-19 Years

John Ball | Meredith Dickerson Ball | Joshua M. Beaver | Bryan D. Blythe | John Ross Box | Forde Britt | Barbara S. Brown | Jessica M. Brown | Michael K. Brown | Brian Michael Btralik | Cooper Burton | Sherrill M. Capps | John T. Cashion | Michael A. Catanese | Phillip D. Chambers | Edward A. Chapman | Ryan Clutter | Roger M. Cobb | James Q. Collins | William R. Cooper | Gregory M. Cops | Larry D. Core | J. Michael Dean | James Rush Dunaway | Jubal A. Early | Barry J. Fabyan | Adam S. Farber | Steven D. Garrett | Steve C. Gentry | John Patrick Gildea | Rhea Greene | Bryan Reed Griffith | Tripp P. Guin | Trenton G. Gustafson | John Hadley | Dale R. Hall | D. Maxwell M. Hanks | David Elam Hanna | Jeffrey A. Harper | Franklin G. Hege | Robert S. Hinton | Justin P. Holofchak | Joseph Will Jordan | Michael L. Kemmet | Kimberly C. Kendall | Frank Isadore Larsen | Theodore D. Lee | Eric W. Little | Tamara Terresa Little | Steven B. Lowe | George W. Macon | Mark J. Mayfield | Frank A. McCleneghan | Marty J. McLaughlin | Grant M. Miller | Paula Sneed Moss | Charles S. Neil | John L. Nichols | Christopher D. Orr | Gregory W. Pappanastos | John M. Phillips | James E. Rogers | Caldwell R. Rose | Christopher J. Skibinski | Tiffany B. Slayden | Haskell P. Smith | Warren M. Snowdon | Robert W. Speir | Thomas V. Sumner | Robert G. Taylor | William S. Transou | Harold P. Tuttle | William Bryan Tuttle | David G. Van Hellemont | Christopher R. Vasbinder | James H. Vaughn | Anne Vulcano | W. Campbell Walker | Charles N. Walters | Martin D. Welton | J. Arthur Whedon | James M. Whiteside | J. William Whitley | Michael C. Wiles | Joseph M. Wilkinson | Neill Wilkinson | Marshall P. Williamson | Richard K. Wood

# Cornerstone Award

Given to the non-member individual, institution or firm that has significantly improved the economy of the region and its image and, in particular, improved the business environment for the commercial real estate industry.

## Legends Award

A Hall of Fame program recognizing individuals who have made extraordinary and integral contributions to CRCBR and commercial real estate in the Charlotte region over a period of at least 25 years.

### 2021

Garth Dunklin (posthumous)  
Jim Rogers

### 2022

Cindy Chandler  
The Chandler Group

### 2023

Anne Vulcano  
Cushman & Wakefield  
(posthumous)

- 1994 – Johnny Harris, The Harris Group
- 1995 – Hugh McColl, NationsBank
- 1996 – Jerry Richardson, Richardson Sports
- 1997 – Jerry Orr, Charlotte Douglas International Airport
- 1998 – Henry Faison, The Trammell Crow Company
- 1999 – John Crosland, The Crosland Group
- 2000 – Rusty Goode, University Research Park
- 2001 – Carroll Gray, Charlotte Chamber of Commerce
- 2002 – Arthur W. Fields, Crescent Resources
- 2003 – O. Bruton Smith, Speedway Motor Sports
- 2004 – Jim Palermo, Johnson & Wales University/Bank of America
- 2005 – James H. Woodward, UNC Charlotte
- 2006 – William B. McGuire, McGuire Properties
- 2007 – David H. Murdock, Castle & Cooke, Inc.
- 2008 – Pat McCrory, City of Charlotte
- 2009 – Jim Rogers, Duke Energy
- 2010 – Dr. P. Anthony "Tony" Zeiss, Central Piedmont Community College
- 2011 – Will Miller, Democratic National Convention
- 2012 – Philip L. Dubois, UNC Charlotte
- 2013 – Eric Steigerwalt, Metlife
- 2014 – Charlotte Chamber of Commerce
- 2015 – Steven Ott, UNC Charlotte, Belk College of Business
- 2016 – Charlotte Knights
- 2017 – Chief Kerr Putney, Charlotte-Mecklenburg Police Department
- 2018 – Carolina Panthers
- 2019 – City of Charlotte, Economic Development
- 2021 – Gene Woods, Atrium Health
- 2022 – Alyson Craig, City of Charlotte Planning Department
- 2023 – Ned Curran, Northwood Office

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### All Sectors Slowdown with Threat of Recession

**(2023):** Inflation and interest rates steer the economic landscape of commercial real estate with multiple interest rate hikes from the Federal Reserve. Increasing costs of materials and borrowing affects future new developments, the feasibility of certain projects, and the overall volume of real estate investments. Nearly every commercial real estate market segment encountered a continuous rise in vacancy rates and a deceleration in rent growth.

**2023 TOP STORIES:** Charlotte's commercial real estate slows down but is stronger as a sunbelt location. The Unified Development Ordinance launches in Charlotte. Rising interest rates by the Federal Reserve bring slowdown in real estate.

2023

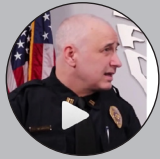
2023

**CRCBR:** The association is recognized as a Platinum Accredited Association with the National Association of REALTORS® for the outstanding level of service provided to commercial real estate and the members.





**2023 TOP STORIES:** The Charlotte Business Journal names CEO Emeritus Edward 'Ned' Curran of Northwood Office Businessperson of the Year.



**CRCBR:** The association also highlighted broker safety with an interview with CMPD.

# 2023

# 2023



**CRCBR:** The association celebrates its 30th anniversary with a celebration and recognition of the legacy set before us.



**CRCBR:** During the year, CRCBR partnered with the Catawba Lands Conservancy as a community partner and established the Young Professionals Network.

# Industry Leadership Award

Given to the outstanding broker member, judged on commercial real estate spirit, civic activity, and business accomplishments. Formerly known as the REALTOR® of the Year Award.

## Citizen of the Year

Recognition for REALTOR® contributions to the betterment of the community and for outstanding public service.

**1996**

Peter A. Pappas  
The Harris Group

**2003**

Quincy Collins  
NAI Southern Real Estate

**2009**

John Crosland  
The Crosland Group

1994 – John Trotter  
1995 – Tony Pressley, MECA Properties  
1996 – Ward F. Mullis, Gibson Smith Realty  
1997 – Jim Rogers, Cauble & Company of the Carolinas  
1998 – Smoky Bissell, The Bissell Companies  
1999 – Louis Rose, Jr., Southern Real Estate  
2000 – Fred Klein, Childress Klein Properties  
2001 – Joseph M. Logan, McGuire Properties/TCN  
2002 – Bob Percival, Sr., Transwestern Percival  
2003 – Cindy Chandler, The Chandler Group  
2004 – John Barker, Sr., John Barker Realty  
2005 – H.C. "Smoky" Bissell, CCIM, The Bissell Companies  
2006 – Johnny Harris, Lincoln Harris  
2007 – Peter A. Pappas, Pappas Properties, LLC  
2008 – Allen Tate, Allen Tate Company  
2009 – Landon Wyatt, Childress Klein Properties  
2010 – James E. "Jim" Merrifield, Merrifield Patrick Vermillion  
2011 – Edward "Ned" Curran, The Bissell Companies  
2012 – Pete Lash, Beacon Partners  
2013 – Cindy Chandler, CRE, The Chandler Group  
2014 – David Allen, Trinity Partners (posthumous)  
2015 – Garth Dunklin, BassDunklin  
2016 – Steve Gassaway, Cushman & Wakefield  
2017 – Ken Beuley, The Keith Corporation  
2018 – Ward F. Mullis, Gibson Smith Realty (posthumous)  
2019 – Chase Monroe, JLL  
2021 – Jon Morris, Beacon Partners  
2022 – Matt Harper, Childress Klein  
2023 – Robert A. Pressley, CCIM

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## Committee Chairman of the Year

Recognizing efforts above and beyond the call of duty to CRCBR as a committee chair. Given at the President's discretion.

1994 – David Kirby, Vinson Colliers International  
1995 – Bailey Patrick, The Bissell Companies  
1996 – John Aldridge "Gib" Daniel, G. Daniel Incorporated  
1997 – John Shell, McGuire Properties  
2004 – Rob Pressley, Coldwell Banker Commercial MECA  
2012 – Edward A. Chapman, Colliers International

2013 – Marty McLaughlin, Piedmont Properties  
2014 – Leah Bailey, Trinity Partners  
2016 – Donna Whinnery, SVN/Percival Partners  
2017 – Anne Johnson, CBRE  
2022 – William Hodges, Piedmont Capital







# President's Award

Given for outstanding work and contribution to CRCBR.

1994 – William D. Simerville, Simerville and Company  
1995 – Steven Garrett, Percival's  
1996 – Caldwell Rose, Southern Real Estate  
1998 – Alan Lewis, The Keith Corporation  
1999 – Barbara Brown, Barbara Brown Commercial Properties  
2000 – Robby Kirby, Crescent Resources  
2001 – Jon Morris, Beacon Partners  
2002 – Ben Orme, The Walker Company  
2003 – Garth Dunklin, Wishart Norris Henninger & Pittman, PA  
2004 – Chris Berry, Percival's, Inc.  
2005 – Andrew Jenkins, KARNES Company  
2006 – Mike Harrell, Beacon Partners  
2007 – Theresa Salmen, CRCBR  
2008 – Jessica Brown, CB Richard Ellis, Inc.  
2009 – Doug Smith (formerly with the Charlotte Observer)  
2010 – Anthony "Scott" Hensley, CCIM, SIOR, Piedmont Properties of the Carolinas, Inc.  
2011 – Eric Ridlehoover, Cassidy Turley  
2012 – Meredith Dickerson, CCIM, Thalhimer  
2013 – Matt Harper, Childress Klein Properties  
2014 – Marty McLaughlin, Park Commercial  
2015 – R. Keith Bell, Cushman & Wakefield  
2016 – Rob Speir, Colliers International  
2017 – Zach McLaren, Cushman & Wakefield  
2018 – Rob Speir, Colliers International  
2019 – Warren Snowdon, Foundry Commercial  
2021– Charles Neil, Divaris Real Estate  
2022 – Marty McLaughlin, Park Commercial Real Estate  
2023 – Ross Howard, JLL

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# Committee Member of the Year

Given to the REALTOR® committee member that deserves special recognition for their efforts above and beyond the call of duty to CRCBR.

1994 – Rob Pressley, MECA  
1995 – Dennis Bunker, Dennis N. Bunker, III  
1996 – David Haggart, Childress Klein  
1996 – Dwayne Alexander, Rhyne, Alexander & Mattox Realty  
1997 – Cindy Chandler, The Chandler Group





# Industry Partner of the Year

Given to the Industry Partner member who made the greatest contribution of time, energy, and resources to CRCBR. Formerly known as Corporate Associate of the Year.

**1994**

Garth Dunklin

**2008**

Eric Laster, Edifice, Inc.

**1995**

Steward Scher, Cooper Environmental

**2009**

David Larr, AccuMeasure

**1996**

Andy Dinkin, Tegra Telephone Systems

**2010**

Stephen "Steve" Goslin, PG, ECS Carolinas, LLP

**1997**

John Schultze, EDIFICE, Inc.

**2012**

Courtney Gebben, The Regus Group

**1998**

Bob Branán, Beck, Lindsey, & Branán, LLP

**2013**

Amy Sullivan, Cohn Reznick

**1999**

Andy Dinkin, Tegra Telephone Systems

**2014**

Deane True, Charlotte Metro Credit Union

**2000**

Jim Minewiser, AccuMeasure

**2015**

Joe Meyer, ai Design

**2001**

Gray Bennett, DSS Corporation

**2016**

M.E. Pope, Office Environments

**2002**

Thom Klingman, Klingman Williams

**2017**

Tom Phillips, Ranger Construction

**2003**

Daren Williamson, Teleco

**2018**

John Sozzi, Wells Fargo

**2004**

Robby Lowe, Edifice, Inc.

**2019**

Megan Bailey, Regus Group

**2005**

Steve Eanes, TimeWarner Telecom

**2021**

Omer Heracklis, S+ME

**2006**

Lisa Kennedy, Geological Resources

**2022**

Terry Martin, Vari

**2007**

Jim Schepp, Cox & Schepp Construction Co.







# Scholarships



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# Scholarships

CRCBR is committed to developing leaders in commercial real estate through licensing and continuing education support.

## UNC Charlotte – CRCBR Scholarships in Real Estate

Established in 2013, \$2,500 is awarded to two (2) students per year that are enrolled in the UNC Charlotte Belk College of Business undergraduate degree with a concentration in real estate, the UNC Charlotte Childress Klein Center for Real Estate Master of Science in Real Estate program or the Graduate Certificate Program in Real Estate.

<b>Academic Year</b>	<b>Recipient Name</b>	<b>Academic Year</b>	<b>Recipient Name</b>
2023-2024	John Blakely Shell	2016-2017	John David Scott
2022-2023	Evan Chalen Barish	2016-2017	Peter Gavriel Stipicevic
2021-2022	Steven Brian Collazo	2015-2016	Mark Thomas Bolding
2020-2021	John Ross Smitherman	2015-2016	Anne Marie Mason
2019-2020	Kevin Patrick Smyth	2014-2015	Henri Wornom Gresset
2018-2019	Mohammed Amin Idlibi	2014-2015	Emil John Servant
2017-2018	Mohammed Amin Idlibi	2013-2014	Ronald James Corrao
2017-2018	Virginia Ann Luther	2013-2014	James Ray Flowers

## UNC Charlotte – CRCBR Scholarship in Memory of Garth Dunklin

Established in 2021, in fond memory of Garth Dunklin, a \$2,500 scholarship is awarded annually to a student seeking a degree in the Master of Science in Real Estate program at the UNC Charlotte Childress Klein Center for Real Estate. Garth was a beloved mentor for the real estate community, an honored colleague, and a dedicated teacher for CRCBR. For many years, Garth taught and mentored countless commercial real estate students throughout the region with passion and dedication for the industry.

<b>Academic Year</b>	<b>Recipient Name</b>
2023-2024	John Blakely Shell

# Scholarships

CRCBR is committed to developing leaders in commercial real estate through licensing and continuing education support.

## Johnson C. Smith University – CRCBR Annual Scholarship

Established in 2022, this \$2,500 scholarship may be awarded to juniors or seniors in good standing with a demonstrated financial need and majoring in Business Administration with a concentration in Finance or Marketing. Applicants are required to submit a short essay to the Business Administration and Economics Department indicating their interest in commercial real estate, and describing why they merit consideration for the scholarship. The scholarship may be renewable depending on satisfactory academic progress towards a degree.

Academic Year	Recipient Name
2021-2022	Christian Owens
2022-2023	Jalliyah T. Cannady
2023-2024	Twanna Glover

## Pre-Licensing Scholarships

Established in 2020 to cultivate future commercial real estate practitioners, CRCBR offers NC real estate pre-licensing course scholarships for minority students as they prepare for their real estate careers. To receive a broker's license in North Carolina, a 75-hour class is required prior to sitting for the NC Real Estate exam. CRCBR offers a pre-licensing class through our partner Canopy Real Estate Institute, which must be completed within six months of the award. CRCBR also connects recipients with member brokers to help mentor while taking the course. The scholarship covers the cost of the class, exam prep, and textbook.

Academic Year	Recipient Name	Academic Institution
2023-2024	Kimberly Nelson	Johnson C. Smith University
2023-2024	Samuel Rowan	UNC Charlotte
2022-2023	Jarrood Jones	UNC Charlotte
2022-2023	Joyce Mitchell	UNC Charlotte
2022-2023	Christian Owens	Johnson C. Smith University
2022-2023	Elianet Hernandez Santana	UNC Charlotte



# Legacy Contributions

## Founders Club

Robert Keith Bell, Cushman & Wakefield  
Sabrina Berry, Triumph Real Estate Group, Inc  
Howard Bissell, HB Advisory LLC  
Eddie Blanton, Blanton Commercial Real Estate  
Jessica Brown, Cushman & Wakefield  
Michelle Buckley, Buckley Commercial Real Estate  
Theresa Burnett, Charlotte Region Commercial Board of REALTORS®  
Cindy Chandler, Chandler Group  
Robert Cochran, Cushman & Wakefield  
Geoffrey Curme, MECA Commercial Real Estate  
James Gambrell, Gambrell Real Estate Consulting  
Steven Gassaway, Steve Gassaway Sole Proprietor  
Russell Gibbs, The Nichols Company  
Brett Gray, Cushman & Wakefield  
Bryan Griffith, Flagship Healthcare Properties  
Mike Grippo, Playbook Management Company  
Anthony Hensley, Piedmont Properties of the Carolinas  
David Howard, JLL  
Kimberly Kendall, Colliers International  
David Larr, AccuMeasure  
Martin McLaughlin, Park Commercial Real Estate  
James Merrifield, MPV Properties  
Charles Neil, Divaris Real Estate  
Lester Osborn, Piedmont Properties of the Carolinas  
Charles Poole, Selwyn Property Group, Inc.  
David Reule, David P Reule  
Kathleen Rose, Rose & Associates, Inc.  
David Segrest, Segrest International, Inc.  
Larry Shaheen, Carolina Revaluation Services, A McIntosh Law Firm Venture  
John Shell, Centurion Management Group, LL  
Robert Speir, Colliers International  
Page Stroud, Greensboro Regional REALTORS®  
Charles Swanson, Park Commercial Real Estate  
C. Robert Thomas, CK Retail Brokerage LLC  
Patty Trepp Drummond, Crew Charlotte  
Wesley Tuttle, The Tuttle Company  
Deborah Weatherby, The Tuttle Company  
Marshall Williamson, Lincoln Harris, LLC  
William Wilson, Childress Klein Inc  
Landon Wyatt, Childress Klein Ind Charlotte

## Innovators Club

Meredith Ball, Foundry Commercial  
Roger Cobb, Selwyn Property Group, Inc.  
Paisley Gordon, CPG Real Estate Inc.  
Tonya Kerr, Coldwell Banker Realty  
Joseph Meyer, IA Interior Architects  
Bailey Patrick, MPV Properties  
Eric Riddlehoover, Cushman & Wakefield  
James Rogers, Flagship Healthcare Properties  
Robert Settle, Commercial Carolina  
Matthew Treble, Cushman & Wakefield

**30<sup>th</sup>**  
ANNIVERSARY  
**CRCBR**

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