



Serving the real estate investment profession
in Southwest Florida since 1981



The Real Estate Investment Society (REIS) is an independent organization, dedicated to assisting members in the effective utilization of real estate through networking, education, public service, and a common voice on pertinent issues.

Membership in the Real Estate Investment Society is open to:

- ◆ Registered Principals and Representatives
- ◆ Real Estate Brokers and Property Managers
- ◆ Developers and Builders
- ◆ Bankers and Lenders
- ◆ Attorneys
- ◆ Land Planners and Development Consultants
- ◆ Environmental Consultants
- ◆ Investors and Property Owners
- ◆ Business Consultants in Real Estate Investment
- ◆ Architects and Engineers
- ◆ Appraisers and Title Insurance Agents
- ◆ Financial Planners and Accountants
- .. and affiliated professions

Membership is limited to 250 individuals.



LUNCHEON MEETINGS

The Real Estate Investment Society (REIS) conducts monthly luncheon meetings for its members and their guests. The luncheons feature speakers on topics concerning various aspects of economic growth and development, as well as current issues affecting the real estate investment community. The luncheons provide a forum for discussion of issues and valuable networking opportunities.

REAL ESTATE SYMPOSIUM

The Real Estate Investment Society's annual educational event is presented in partnership with Lutgert College of Business at Florida Gulf Coast University and features presentations, case studies, and panel discussions on development strategies and economic factors.

The programs deliver useful information on proper procedures and techniques for land acquisition, entitlement and development processes, investment strategies, financing and marketing. Nationally-known speakers are joined by local developers, consultants, lenders, and government officials to present national trends with local perspective.

RECOGNITION & COLLABORATION

REIS members' contact information and web site links are published in the Membership Directory on the REIS web site. Government agencies, elected officials and the press are encouraged to refer to the Directory and rely on the REIS membership as a source of expertise on real estate issues.

REIS co-sponsors the annual Southwest Florida Water Resources Conference and periodically partners with other professional organizations in the real estate investment and development business to present seminars, social networking events, legislative reviews, and business expositions.

The lively REIS annual social event and the bi-annual Reception for Lee County Commissioners provide marvelous opportunities for members and their guests to become better acquainted on a personal basis.

REPRESENTATION

REIS represents the real estate investment community to the media and government in Southwest Florida. The organization monitors legislative issues and informs its members on legislation and regulations that affect the business and real estate community. REIS is also an active member of the Horizon Council.

INFORMATION

Members receive e-mail bulletins and the *REIS Report*, a monthly online newsletter which reports on industry trends and techniques, legislative issues, and news of the local commercial and investment real estate market. Members also receive special e-mail bulletins alerting them to regulatory issues and meetings of concern to the industry.

SCHOLARSHIP

REIS has established the scholarship program to encourage and support students interested in commercial real estate and related professions. A permanent scholarship fund with Florida Gulf Coast University was established in 1999 with a \$10,000 endowment. In 2011 the fund was increased and renamed the Paul Sands Memorial - REIS Scholarship Program.

In 2006, REIS also established the REIS Scholarship Foundation, a not-for-profit, registered 501(c)3 corporation that provides an opportunity for REIS members and the business community to make charitable donations for college scholarships. REIS provides management of the Foundation, allowing 100% of donations to be awarded as scholarships.

COMMUNITY SERVICE

REIS provides financial support for the Horizon Foundation's annual Industry Appreciation Event. Contributions are also made to deserving community organizations related to the local real estate industry. REIS has made significant contributions to Builders Care and to the Special Equestrians, a therapeutic riding facility serving Southwest Florida.



A LEGACY OF SERVICE

In 1981, leading members of Southwest Florida's commercial and investment real estate community banded together to establish a local organization that would provide practical education, promote ethical standards, and represent the interests of the profession within the local business community. They formed Florida's first regional chapter of the Real Estate Securities and Syndication Institute (RESSI).

In 1990, the organization sought to concentrate its energies and resources entirely on initiatives and educational programs that addressed local market conditions and investment strategies. To achieve those goals, the Real Estate Investment Society was formed as an independent organization, dedicated to serving the real estate investment profession in Southwest Florida.

PAST PRESIDENTS

Bill Morris, PE	2021	Larry Johnson	2003
Mary Gentile, CRM, CSX	2020	Tracy L. Hayden	2002
Alexis Crespo, AICP	2019	Neale Montgomery	2001
Bev Larson, CCIM	2018	Charles J. Basinait	2000
Karen Miller	2017	W. Michael Maxwell, MAI	1999
Amanda L. Brock (Rivera), Esq.	2016	Ronald E. Inge	1998
Matt Simmons	2015	R.O. "Dick" Richards III	1997
Sean Ellis, Esq.	2014	Robbie B. Roepstorff	1995 - 1996
Steve Hurley	2013	Frank D'Alessandro	1993 - 1995
Kim Donnelly	2012	Randal L. Mercer, CAM	1991 - 1993
Kevin M. Fitzgerald	2011	Stanley A. Stouder, CCIM	1990 - 1991
Hal Tate	2010	Russell T. Gorgone, CCIM	1989 - 1990
Sharon Jenkins-Owen, AICP	2009	Warren T. Barry, CCIM	1988 - 1989
Steven C. Hartsell, Esq.	2008	Robert S. Barber, CCIM	1987 - 1988
Gerald A. Hendry, MAI, CCIM	2007	J. Clifford Wiersma, CCIM	1986 - 1987
Stanley A. Stouder, CCIM	2006	John R. Asp	1985 - 1986
Frank Mullins	2005	Robert B. White, CCIM	1984 - 1985
Russell Schropp	2004	Mitch Williams	1983 - 1984
		John E. States	1982 - 1983



2022 OFFICERS & BOARD OF GOVERNORS



Front row, from left: President Kent Poli, Vice President Lori Moore, Treasurer Justin Thibaut, and Immediate Past President Bill Morris. *Second row, from left:* Governors Art Castellanos and Kristine Smale, Scholarship Chair Bev Larson, and Governors Dan Adams, Richard Akin, and Greg Blurton. Secretary Josh Philpott and Governors Janet Davis and Phil Fischler are not pictured.

PRESIDENT

Kent Poli
Busey Bank
239.689.717

VICE PRESIDENT

Lori Moore
Roetzel & Andress
239.338.4248

TREASURER

Justin Thibaut, CCIM
LSI Companies
239.565.3456

SECRETARY

Josh Philpott, AICP
Stantec
239.939.1020

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Stevens Construction
239.936.9006

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239.466.1800

Art Castellanos, AIA

Castellanos+Tramonte
Architects
239.549.0997

Janet Davis, CCIM

Midland Trust
239.604.2983

Phil Fischler, CCIM

Fischler Property Company
239.895.1060

Kristine Smale

Zonda
239.300.5057

Bill Morris, P.E.

Morris-Depew Associates
239.337.3993

ADMINISTRATION

EXECUTIVE DIRECTOR

Bill Burdette
239.936.1404

EVENT REGISTRATION

Ann Lefever
239.898.1956



www.reis-swfl.org