



# News Release

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## **Real Estate Investment Securities Association (REISA) Elects New Board of Director Members**

INDIANAPOLIS – November 6, 2009 – The Real Estate Investment Securities Association (REISA) has elected its 2010 Board of Directors. One new registered representative, two broker-dealers and two new sponsors were elected to serve on REISA's Board of Directors.

William Swayne III of WMS Financial Planners Inc. was elected to serve a two-year term as a registered representative on the Board. He is the Director of DPP investments for the family of WMS companies including Accredited Solution, a national advisory firm providing advisory services to representatives and institutions. He handles the DPP investments and has been involved with assisting clients and advisors in all aspects of securitized investments.

In the broker-dealer category, Mark Kosanke, Professional Asset Management, and Richard Chess, American Realty Capital Markets, were both re-elected to serve two-year terms. Kosanke has over 25 years of accounting, tax and operations experience and over 20 years of securities experience in both equities and real estate. Chess has raised over \$250 million, acquired 50,000 apartments, serves on a NYSE REIT (FPO) and previously served in the Pennsylvania State Legislature.

Daniel Oschin, BGK-Integrated Group, and Patricia DelRosso, Inland Real Estate Exchange Corporation, were elected to serve two-year terms as sponsor board members. Oschin is the Managing Director at BGK-Integrated Group where he focuses on expanding and diversifying the company's offerings and access to capital and brand cultivation. He has been active in all facets of the real estate industry for more than 20 years and has been involved in more than 200 securitized real estate programs. DelRosso serves as President of Inland Real Estate Exchange Corporation and President and Managing Broker of Inland Exchange Sales Corporation. During her 25 year tenure with Inland, she has spearheaded many types of real estate transactions, in all asset classes, including: sales, refinances, redevelopments, land developments, tax increment financings, condominium conversions and thousands of tax deferred exchanges.

DelRosso has served on REISA's Board since 2002 in many capacities, including President.

"We are pleased to add these new members to our Board of Directors," said Renee Brown, incoming REISA President. "Our new Board members bring exceptional experience, balance and new perspectives that will guide the association and overall real estate securities industry in 2010."

The Board of Directors will elect its new officers in January 2010.

As per REISA's bylaws, sponsor members vote for sponsor candidates; broker-dealer members vote for broker-dealer candidates and individual members vote for registered representative candidates.

For more information, contact Jill Delaney at 317.663.4175 or [jdelaney@reisa.org](mailto:jdelaney@reisa.org). Photos are available upon request.

**About the Real Estate Investment Securities Association (REISA)**

The Real Estate Investment Securities Association (REISA), formerly known as the Tenant-In-Common Association (TICA), is a national trade association for professionals who offer and distribute securitized real estate investments. TICA was formed in 2003 to promote and support those involved in the fractional ownership or tenant-in-common industry. These offerings represent all fractional interests in land, commercial real estate, energy and natural resources including DSTs, TICs, funds, partnerships and REITs sold on a securities platform. REISA promotes the highest ethical standards to its members and provides education, networking opportunities and resources. For more information, call REISA at 866.353.8422.

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