



News Release

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Real Estate Investment Securities Association Announces Its Annual Award Winners

INDIANAPOLIS — October 29, 2010 — The Real Estate Investment Securities Association (REISA) awarded six members with its annual awards at its Annual Conference held in Las Vegas last week.

Over the past five years, REISA has recognized members who exemplify outstanding achievement in the field of securitized real estate investments with the A Champion of Excellence (ACE) Award. This prestigious award is given to companies and/or individuals who have demonstrated a commitment to excellence, service to our industry and adhere to the highest ethical standards and quality performance in the industry.

In addition to the ACE Award, REISA presented two new awards this year: the Distinguished Service Award and President's Award. These awards honor individuals or organizations who have provided exceptional service to REISA and the industry REISA serves.

“We are honored to recognize these members with these annual Awards for their outstanding conduct in the industry and volunteerism within REISA,” Rick Chess, REISA President said. “REISA is dedicated to promoting a commitment and service to the industry.”

Richard Lipton was awarded the 2010 ACE Award. Lipton is a partner at Baker & McKenzie LLP. He is a nationally recognized expert in tenant-in-common transactions and has considerable experience in the areas of real estate investment trusts (REITs) and investment in real estate by tax-exempt organizations and foreign investors. His past experience includes Past Chair, ABA Tax Section and Vice Chair, American College of Tax Counsel.

The 2010 President's Award was presented to Robert A. Stanger & Company. Founded in 1978, Robert A. Stanger & Co. is a nationally recognized investment banking firm specializing in real estate, REITs and direct participation programs.

The 2010 Distinguished Service Award winners include:

Deborah Froling. Froling is a member of Arent Fox LLP's Corporate/Securities and Real Estate Groups in the Washington, D.C. office. She has extensive experience in public and private offerings of debt, equity and convertible securities as both issuer's and underwriter's counsel primarily for real estate companies. She also has extensive experience in the tenant in common syndication industry and the non-traded REIT and equipment leasing industry. She serves on REISA's Legislative & Regulatory Committee and has been a valuable resource for REISA.

Kathy Heshelow. Heshelow is a registered representative and Board member at CapWest Securities Inc., specializing in tenant-in-common properties and other alternative investments such as oil and gas, debentures and funds. She is also President of Legacy Real Estate & Investments, a commercial real estate firm specializing in NNN passive income properties and the 1031 tax-deferred exchange. She has authored several books devoted to the industry and chairs the REISA Ethics & Standards Committee.

Daniel Oschin. Oschin is Managing Director at KBR Capital Partners and President of KBR Capital Group, a sponsor of alternative investments for individual and institutional investors. As Conference Planning Committee Chair for the five 2010 REISA conferences, including the highly successful Annual Conference, he led the design and implementation of the conferences, developed the agendas and oversaw more than 60 educational breakout sessions.

Brad Updike. Updike is an attorney for Mick & Associates P.C. His practice focuses on oil and gas, real estate funds, life settlements, and private equity securitized financings and due diligence, securities advertising review, tax consulting and planning and estate planning. He was instrumental in planning the oil and gas educational sessions at the conference this year that garnered more than 200 registrations.

"It is an honor to be recognized for something that I do for a wonderful organization that has provided me with great opportunities to learn and teach about an industry that I've been involved with for so many years," said Deborah Froling.

For more information, contact Jill Delaney at jdelaney@reisa.org or 317.663.4175.

About the Real Estate Investment Securities Association (REISA)

The Real Estate Investment Securities Association (REISA) is a national, non-profit trade association for professionals who offer and distribute securitized real estate investments. Members include real estate sponsors, broker-dealers, registered representatives, financial advisors and affiliated businesses such as law, accounting and real estate brokerage firms. REISA works to maintain the integrity and reputation of the industry by promoting the highest ethical standards to its members and providing education, networking opportunities and resources. For more information, call REISA at 866.353.8422.

