



# ALPHA

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## REAL ESTATE DEVELOPMENT & FINANCE

# NATIONAL SUMMIT

CO-BRANDING OPPORTUNITIES  
January 18-20, 2024  
Aloft Hotel | Nashville, TN  
[www.alpharealestatesummit.com](http://www.alpharealestatesummit.com)

# Enhancing the Capacity of People of Color to Rebuild Their Communities and Advance Their Business Interest

**“The Summit”** is the brainchild and collaboration of three entities steeped in experience (nearly 100 years) in the real estate development and financing industry — Fleming Connections LLC; The Tatum Endeavor Group, LLC; and The Rebecca James Company.

The overarching goal of **The Summit** is to ensure that more people of color are empowered to advance their personal, community, or secular organization’s economic justice and equity business objectives. Focused on quality attendees versus quantity, ~300 real estate development and finance industry experts and attendees from across the nation will descend on Nashville, TN for the inaugural, in-person, national summit focused on **knowledge sharing, learning, and networking**.

From networking opportunities and workshops, to small round table discussions and even bus tours to local development sites — this won’t be your traditional seminar experience!

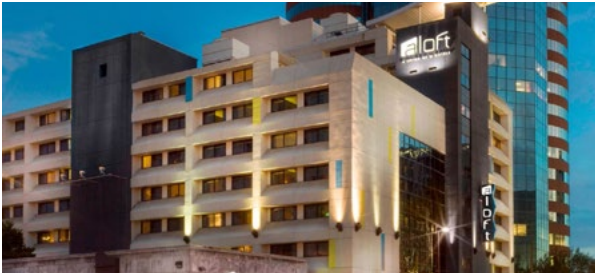
Educational opportunities will be conducted under three broad tracks and tailored to attendee experience levels — Beginner, Intermediate, and Advanced — so that **everyone can walk away with actionable takeaways** that can be implemented immediately.

## Objectives and Takeaways

Attendees will walk away with:

- A basic understanding of baseline requirements to be successful when taking on real estate development opportunities.
- A better understanding of emerging trends in real estate financing and development
- A strengthened capacity to be successful in real estate development or finance business (personally or on behalf of an organization).
- A larger network and business development pipeline.

\*The Summit is not an initiative or a program of Alpha Phi Alpha Fraternity, Inc. but open to all regardless of your level of expertise or experience.



**The Summit will occur  
January 18-20th, 2024**

Aloft Hotel West End  
1719 West End Ave  
Nashville, TN 37203



**Thursday, January 18  
(7PM - 10PM)**

- Networking Welcome Reception

**Friday, January 19  
(8AM - 5PM)**

- Workshop Tracks (Beginner, Intermediate, Advanced)
- Bus Tour of Local Projects
- Bankers Round table (Session 1)
- Developers Round table (Session 1)

**Saturday, January 20  
(8AM - 2PM)**

- Workshop Tracks (Beginner, Intermediate, Advanced)
- Bankers Round table (Session 2)
- Developers Round table (Session 2)

**The Summit** workshops will address a variety of development/redevelopment, regulatory, and financing topics and strategies including but not limited to:

**Property Types**

- Single Family Ownership
- Multi-family Rental
- Adaptive Mixed-Use
- Commercial Real Estate
- Fraternity Program Facilities
- Community Facilities
- Charter School Facilities
- Commercial Real Estate
- Retail Development

**Land Use Regulatory Req**

- Local Comprehensive Plan and Zoning
- Permitting Process
- Building Codes
- Special Districts

**Financing**

Public & Quasi-Public Financing

- Low-income Housing Tax Credits
- New Markets Tax Credits
- Tax and Tax-exempt Bonds
- ECBG, HOME, etc

Private Financing

- Residential & Commercial Financing Structures
- Long-term & mini-perm financing
- A&D Loans
- Mortgage Financing



## James Crockett, III The Rebecca James Company

James Crockett II is a well accomplished real estate investor (commercial and residential) with nearly two decades of experience. His company, The Rebecca James Company, focuses on Affordable Housing Developments, short-term rentals, new construction spec homes, and condo conversions for historic properties.

He's an inaugural fellow in the Amazon Real Estate Developers Academy that leaves participants with an in-depth knowledge on affordable housing development. His current projects in the metro Nashville area include converting a historic Buena Vista church into seven condos in North Nashville, several single-family developments, a 10-unit multifamily property, a 12-lot mixed-income subdivision, and 4 mixed-use mixed-income 7-story midrise complexes. James cites the movie, "Strictly Business", a comedy about a young professional that goes from the mail room to the boardroom by improving relations between a mover and a shaker as the spark that started his fire for real-estate. Although James excelled in corporate America, he always wanted to be a real estate entrepreneur.

James grew up as a military brat, the son of a Navy Master Chief father who did multiple tours around the world which also gave James global insight. Building a legacy and generational wealth for his children is imperative to him. James and his wife have 4 boys. James, who was born in the Philippines and has witnessed extreme poverty firsthand, has always looked for ways to create impact. "I really wanted to be able to provide for my family and help out the community at the same time," he said.

James joined Alpha Phi Alpha Fraternity, Inc. Kappa Xi Chapter in Spring 2000. He's currently a charter member of the Tau Iota Lambda chapter in the greater Nashville area and received his Bachelor of Business Administration at Middle Tennessee State University.



## Thomas A. Tatum The Tatum Endeavor Group, LLC

In May of 2023, Thomas was appointed as Director of Planning and Urban Development for the City of Akron. Previously, he served as Division Manager for the Department of Neighborhood Services. Thomas has also worked as Housing Rehabilitation, Senior City Planner with several neighborhood-planning initiatives including the revitalization of neighborhoods throughout the city. Thomas was appointed by Mayor Donald L. Plusquellic to serve on the Summit County Abandoned & Vacant Property Task Force. He excels in community development, project planning & evaluation, and leadership development.

Thomas serves on the board for Alpha Phi Alpha Homes, Inc. ([www.alphahomes.org](http://www.alphahomes.org)). He is credited as a Co-Executive Producer for the PBS Emmy winning documentary, "An Answer from Akron", which discusses the history of Alpha Phi Alpha Homes, Inc. He served as Chairman for the 2018 Development, Revitalization and Private Public Partnership Conference held in Akron. Thomas has also served on the National Alumni Board for the University of Akron. Mr. Tatum served as the Chairman for the Board of the Northeast Ohio Four County Regional Planning Organization (NEFCO). Mr. Tatum also serves as an Advisor to the Akron Realist Association. Mr. Tatum served as the Headquarters Commission Chairman for Alpha Phi Alpha Fraternity, Inc. He also serves as the Executive Advisor for Community Development Advisor to the General President of Alpha Phi Alpha Fraternity, Inc., Dr. Willis W. Lonzer III.

Thomas is an active public speaker about leadership, community and economic development, and community empowerment through research, education and courage. In 2018, Thomas launched the Tatum Endeavor Group, LLC, specializing in community, economic and leadership development consulting.



## Arthur L. Fleming Fleming Connections, LLC

Arthur L. Fleming has almost 40 years of results-driven experience in an array of leadership positions in financial services, housing finance, land use law, and academia.

Recently retired as a senior executive with the Federal Home Loan Bank of Atlanta, Arthur is the owner and principal of Fleming Connections. Fleming Connections is a consulting firm with expertise in CRA, community lending, public/private partnerships, financing structures, land use law, urban planning, etc.

As Senior Vice President and Director of Community Investment Services for the Federal Home Loan Bank of Atlanta (FHLBank Atlanta), Arthur was the FHLBank Atlanta's community investment officer and is a member of the FHLBank Atlanta's executive management committee, and other committees including credit and collateral; diversity and inclusion; and chair of the community investment committee. Arthur leads and manages FHLBank Atlanta's community investment, economic development, and affordable housing businesses, products and services. Arthur provides the strategic, executive, technical, and hands-on leadership for nearly a billion dollars of subordinate debt and real estate equity portfolio consisting of over \$6 billion in development and approximately 200,000 units of rental and ownership housing.

Before joining the FHLBank Atlanta, Arthur was the Chief Lending & Investment Officer for the Opportunity Finance Network, Inc., (OFN). As Chief Lending and Investment Officer, Arthur was responsible for leading and managing OFN's financial services unit and all wholesale lending, underwriting, and portfolio management services associated with OFN's \$50 million lending balance sheet. Arthur also focused on innovating financing strategies and products, the managed assets service, and debt and equity capitalization for OFN.

Prior to OFN, Arthur served as the Senior Director for the Southeast Region and Director of Housing Finance for the Fannie Mae Foundation. In this role Arthur leveraged his significant background in nonprofit development and finance by working with local developers in providing both operational and real estate capital.

Before joining the Fannie Mae Foundation, he was an in-house consultant for a Wall Street inner-city investment fund where he created a business plan for a residential acquisition and development private equity fund.

Prior to that, Arthur spent four years at GMAC Residential Mortgage (GMACM), starting as VP of Community Lending and later promoted to SVP, Managing Director/Housing Initiatives. At GMACM he led and executed the enterprise-wide platform for GMACM growth, profitability, and market share in the emerging markets consumer sector. Arthur designed and executed mortgage product and business development strategies, a bond master servicing plan and community-lending platforms that were highly profitable. One notable product Arthur led and managed resulted in an incremental \$1 billion in retail and wholesale mortgage loan production over an 18-month period and by comparison tripled GMACM's penetration into targeted consumer markets. At GMACM, Arthur also created a faith-based construction product and a new-immigrant mortgage product. Arthur also originated and closed targeted subdivision transactions and delivered over \$35 million in community development loan approvals.

Before joining GMACM, Arthur was the founder and Executive Director of the Community Financing Consortium, Inc (CFC) from 1990 to 1999. The CFC Board leadership consisted of sixteen regulated banks and savings and loans. Arthur was responsible for closing over \$100 million in first mortgage and over \$100 million in subordinate debt and equity resulting in over 800 single-family mortgages and 1,300 multifamily tax credit and other rental housing. Arthur was the primary underwriter and credit analyst for each transaction. At the CFC Arthur also created a loan pool for subdivision acquisition and development and created a loan pool for small rental property development and rehabilitation. A fundamental element of the success of the CFC was Arthur working closely and providing innovation, technical, and strategic management to local governments, and emerging private and nonprofit developers.

Prior to the CFC, Arthur was the Attorney/Senior Associate for the FAU/FIU Joint Center for Environmental and Urban Problems where he led and managed land use, environmental and related research projects, published several articles and taught graduate courses in urban planning, economic development, and growth management law.

Arthur is a frequent speaker at events typically delivering over 25 public presentations annually at industry conferences and forums. Mr. Fleming is the recipient of many awards in recognition of his contributions to the affordable housing industry, including being honored by the Governor of Florida and by the Palm Beach County Commission. Arthur has served on many boards including the Martin Luther King Washington DC Memorial Foundation. He received his undergraduate degree from Florida State University in 1981, a Masters in Urban and Regional Planning in 1984 and Law (JD) degree from the University of Florida in 1985. Florida State University recognized Arthur in 2019 as one of their "Grads Made Good" and Arthur was appointed to the FSU Foundation Board of Trustees. Arthur is a life member of the Alpha Phi Alpha Fraternity Incorporated.

# Partner with us! We'd love to align our brand with yours.

We're not in this alone. Through our travels and experience, we've noted that the mission of this summit is not singular. There are other organizations that take pride in community involvement. From brand exposure and speaker opportunities,

to leading small sessions and workshops, our partners will undoubtedly benefit from the networking opportunities and having a captive multi-day audience. Peruse the investment levels below, then connect with us to discuss ROI goals.

## Gold Level Title Sponsor: \$10,000

- Organization logo and branding alongside all **Summit** branding.
- Thursday opening networking reception sponsor with recognition and speaking opportunity at the height of the event.
- Keynote address during opening plenary session.
- Panelist inclusion for round table discussions.
- Option for conducting a breakout session.
- Organization included in press release.
- Organization logo and hyperlink included in proactive email sends.

## Black Level Support Level: \$7,500

- Local project excursion bus tour sponsor with speaking opportunity during the tour
- Organization logo on session at-a-glance and throughout **Summit** break rolling scrolls and signage.
- Panelist inclusion for round table discussions.
- Organization included in press release.

## Silver Level Support Level: \$5,000

- Recognition as Banker's Round table sponsor
- Organization logo on session at-a-glance and throughout **Summit** break rolling scrolls and signage.
- Panelist inclusion for round table discussions.
- Organization included in press release.

## Bronze Level Support Level: \$2,500

- Organization logo on session at-a-glance and throughout **Summit** break rolling scrolls and signage.
- Organization included in press release.

The lead organizers of The Summit are the Fleming Connections LLC; The Tatum Endeavor Group, LLC; and The Rebecca James Company.



**James Crockett, II**  
**The Rebecca James Company**

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