

Richmond S. McCoy

Bio



Mr. Richmond S. McCoy is a nationally recognized real estate executive with over 28 years of diverse experience ranging from the acquisition and ownership of property to the development of property to the management of property. He has consummated more than \$4 billion in transactions.

Mr. McCoy serves as President & CEO of UrbanAmerica LP, a \$520 million real estate investment advisory company, which he co-founded in 1998. UrbanAmerica was one of the first real estate companies to focus on acquiring and developing commercial real estate in communities of diversity in major metropolitan markets nationally on behalf of the country's leading institutional investors. As a result of concentrating its efforts on urban markets, the company has acquired over \$2 billion of real estate while providing market rate returns for its investors and creating more than 5,100 jobs for residents of the areas in which the Company has invested. UrbanAmerica LP's notable list of investors includes the nation's largest public and private pension funds and the top banks and insurance companies.

Under Richmond McCoy's leadership UrbanAmerica has been a long-term investor in the State of Maryland since 2000 beginning with the acquisition of Eastover Shopping Center in Oxon Hill (Prince George's County), which it redeveloped into a higher level shopping center through renovations and key leasing activity, creating jobs in the process by awarding contracts for minority- and women-owned vendors who hire employees from low- to moderate-income households. Since 2000, UrbanAmerica has acquired commercial real estate in the State of Maryland valued in excess of \$170 million. The Company currently owns and has offices in a Class-A office building in Lanham, MD, in Prince George's County. UrbanAmerica also owns 300 East Pratt Street on the Inner Harbour waterfront of downtown Baltimore, which is slated to be redeveloped into a mixed use high rise tower with a five star hotel, office and retail space. In 2002 Prince George's Chamber of Commerce presented Mr. McCoy an Excellence in Business Award for enriching Prince George's County.

Mr. McCoy was formerly Chairman & CEO of McCoy Realty Group, a national property and leasing management company, and McCoy Development Corporation which he formed in 1991. Mr. McCoy has forged many ongoing partnerships with numerous faith based and community development organizations.

Mr. McCoy attended Fordham University in New York City. He holds a New York Real Estate Broker's License.

Professional Affiliations

- Vice-Chairman of Membership, Real Estate Executive Council (**REEC**)
- Editorial Advisory Board Member, Institutional Real Estate, Inc. (**IREI**)
- Board Member, The Dallas Metroplex Economic Development Corporation (**MEDC**)
- Board Member, The Potter's House
- Member, Real Estate Board of New York (**REBNY**)
- Member, International Council of Shopping Centers (**ICSC**)
- Member, National Association of Black Hotel Owners, Operators & Developers (**NABHOOD**)
- Member, National Black MBA Association, Inc.
- Member, ONE HUNDRED BLACK MEN, Inc. (where he has served as a board member).
- Associate, National Association of Housing & Redevelopment Officials (**NARO**)

Awards

During the course of his career, Mr. McCoy has been recognized by many organizations for his exemplary achievements and leadership.

- National Brotherhood & Sisterhood Award – 1996, National Conference of Christian & Jews Real Estate & Construction Industry Group
- National Minority Business Council for Excellence in Vendor Relations – Teachers Insurance Annuity Association – 1996

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- Supplier of the Year 1996 – Chase Manhattan Bank
- Business Executive of the Year – 1998 Urban Bankers' Coalition
- 2001 Heritage Awards, Daughters of Rizpah, Brooklyn, NY (Bishop Jackie McClough)
- 2002 ONE HUNDRED BLACK MEN, INC. Award for Outstanding Achievement in Business

Faith Based Activities and Empowerment Speaking Engagements

- Ordained minister and co-founder with wife, Anna McCoy, of the Jabez Fellowship International, a Dallas-based church and ministry since 2002
- Recipient of an Honorary Doctorate of Humane Letters from Destiny Bible College in Tampa, Florida in recognition of his extensive contribution to religious organizations in the area of real estate and finance.
- Forged significant relationships with Christian leaders throughout the US, notably, T.D. Jakes, and has spoken at dozens of conferences in the faith-based community on economic empowerment
- Potter's House, Dallas, TX
- Cathedral of The Holy Spirit, Decatur, GA
- Crusade Christian Faith Center, Los Angeles, CA
- Restoring Life, Baltimore, MD
- Born Again Church, Nashville, TN
- Strait Gate Church, Mamaroneck, NY
- Empowerment Temple, Baltimore, MD
- Church Without Walls International, Tampa, FL
- Redemptive Life, West Palm Beach, FL
- Zoe Ministries, New York, NY
- Carter Tabernacle, Orlando, FL
- Word of Faith Family Worship Center, Atlanta, GA

Media

- Featured in FORTUNE Magazine cover article: The New Black Power, August 1997
- Featured on CNN's *Pinnacle* Program, January 1998
- Pensions & Investments Magazine cover article, November 2000
- Institutional Real Estate Newslines cover article, February 2006
- Featured on MSNBC as a guest expert on the Mortgage Industry, November 2007
- Regularly featured on Fox Business News as a guest expert on the economy and urban markets, 2008-2009
- Twice featured on CNN International as a guest expert on the economy, September 2008
- Featured on CNN Radio as a guest expert on the economy, March 2009

Further Accomplishments and Activities

- Invested billions of dollars in real estate in communities of diversity
- Created and retained over 6,100 new jobs
- Produced and funded 10 Jabez events teaching over 15,000 individuals the power of financial responsibility and empowering them with generational wealth principles to help them and their communities achieve economic success
- Produced a music album, "Sounds of Jabez" and co-authored the book, *Building Generational Wealth, Seize Your Financial Destiny*, with wife, Anna McCoy
- Voted one of the "100 Top Minorities in Business", *Crain's*