

RICHARD B. “RICK” CHESS

Rick@ChessLawFirm.com | 804.241.9999 | Richmond VA

Transact

Acquisitions Director, United Dominion Realty (NYSE - UDR)

Acquired 50,000 apartments & 10 shopping centers, 10 X growth over 10 years

National Sales Director, Capital Square 1031 (1031 DST sponsor)

Raised \$100,000,000 nationally via broker-dealers and registered representatives

President, Encore Equities, Inc. (Dallas-based real estate developer)

Raised equity from local investors to develop \$55,000,000 medical center apartments

Transform

Founding Board Trustee, First Potomac Realty Trust (NYSE – FPO)

Grew \$1.5 billion portfolio (office & industrial) from one property; 10 X growth over 10 years

State Legislator, Pennsylvania General Assembly

Committees – Veterans, Consumer Protection, Agriculture

Facilitator, Daly Seven Board of Directors, Hotel Developer Manager

Transition of control to next generation; established Family Council

Transition

Senior Analyst, ManEquity (FINRA Broker Dealer)

Analyzed offerings, trained registered representatives, grew distribution

Director – 1031 Transactions, Triple Net Properties (1031 TIC sponsor)

Raised \$100,000,000 for 1031 TICs and REITs and Regulation D Funds

Director – Investments, Crescent Securities Group, Inc.

Lead Real Estate capital markets – 1031 DSTs, NTREITs, Regulation D Funds

EDUCATION

J.D. University of Richmond - Local Government Attorneys Analyst; Client Counseling Award

B.S. University of Pittsburgh – Entered at 16, Completed at 18, Developed Inner City Reading Program

OTHER EXPERIENCE

Adjunct Instructor, Virginia Commonwealth University (Real Estate)

President, Real Estate Investment Securities Association (now ADISA)

Sergeant, US Marine Corps Reserve (revitalized Toys for Tots program)

Expert Witness, Federal and State Courts, FINRA Arbitrations