

## 30 UNDER 30

## Assistant Project Manager at Redgate shares His Insights on Mentorship and Community Engagement

# An interview with Kevin Porter: Building communities through innovative commercial real estate projects

**W**hat is your most notable project, deal or transaction?

The City of College Park City Hall that Redgate developed in partnership with the City of College Park and the University of Maryland (UMD) is one of the most notable projects I've worked on. The 100,000 s/f building is a first-of-its-kind City Hall that splits the ownership and space between the City of College Park and UMD, with the University owning two floors and the City owning two floors. There are several retail components on the ground-level, too, another unique component.

I joined the project as it was nearing completion, but the last 25 percent of the build out before delivery was a critical time. We were working to finalize each party's hopes for the project under one roof in real time. In the end, we delivered a high-quality project that activates the City Plaza in ways the prior City Hall couldn't achieve. We faced unique challenges on the project, but the outcome produced an incredible level of success, and that is what makes it my most notable development.

**Who or what has been the strongest influence in your career?**

I've been connected to my mentor, Tim Hearn, since my sophomore year in college. We met at my first ever job in real estate where he took me under his wing in a completely selfless way. During the pandemic, he made an incredible effort to stay connected to me amid the chaos and went out of his way to call me every week to catch up. His support, mentorship and guidance has helped me hone my networking and relationship building skills in a critical way. He's inspired me to mentor others in the same way he's done for me, whether that's through my alma mater or other external organizations. Tim taught me the power of mentorship which I know I'll carry with me for the rest of my life.

**What impact has social media/networking had on your career?**

Networking has been key for me and has truly accelerated much of my knowledge of real estate. Hearing other people's experiences can really help inform your own. Whatever type of project it may be, anyone that

**Kevin "KP" Porter**  
**Assistant Project Manager**  
**Years with company/firm: 1.5**  
**Years in field: 3**  
**Years in real estate industry: 3**  
**Real estate organizations/affiliations:**  
**ULI Baltimore and ULI DC**



is willing to share the pitfalls or strengths of their experience is an invaluable resource. They can help guide your understanding of what may work and what may not work. Even if you don't utilize their lessons

on your current project, it may help you on your next. And when you do happen to hit a similar roadblock as someone you've made a connection with, being able to call them to ask for their help, their guidance,

or just to commiserate, that's a valuable relationship. Having a network and building a network is hugely important to me and has immensely informed both my skills and knowledge in my work at Redgate.

**Tell us how and when you began your career in the profession you are in, about your current position and why you choose the field/profession you are in today?**

While a student at Colgate University, I attended several networking events with large contingencies of local real estate leaders. The exposure

to people working in the real estate and development field made me think about it as a career path. I interned at Artemis Properties in Baltimore in 2019 and at Redgate in 2020, and after graduating, re-joined Redgate in a full-time capacity.

In my current position as Assistant Project Manager, my role is to oversee and collaborate with project partners to move the project forward. No day looks the same, but I'm constantly thinking operationally. Every day is an opportunity to show up at the top of my game **continued on page 16C**



Congratulations,

## Kevin "KP" Porter

on being named a Mid-Atlantic Real Estate Journal 30 Under 30 honoree. We're proud of your contributions to the Redgate team!

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## An interview with Kevin Porter . . .

continued from page 3C and manage elements of the project to keep it going.

What I appreciate about working in real estate is the impact investment can make on communities, and that I can play a role in that in some capacity. To work in real estate and development means you always have to be on your toes, be willing to take risks, and envision the future through your mindset. The combination of those ideals really excites me, and I'm glad to have started my career in this industry.

**What unique qualities and or personality do you feel makes you most successful in your profession?**

My emotional intelligence and intellectual curiosity are by far my greatest assets and have undoubtedly contributed to my success in the real estate industry. I genuinely enjoy being around people, and I believe I can always learn something from any given person in a room. Understanding that a relationship is a two-way street, and if you're willing to invest in others, then others will invest in you, has been key for me.

**What challenges and or obstacles do you feel you needed to overcome to become as successful as you are today?**

There will always be external challenges you have to face, but overcoming internal challenges has been essential for my growth. I've started to focus on just being the best version of myself that I can be every day and taking it all one day at a time. I acknowledge that to improve myself I need to collaborate with others, be willing to learn from them, and admit what I may not know. I believe that if I prioritize growth and learning internally, I will be able to breakthrough any external barriers that may lie ahead.

**What outside activities do you enjoy during your free time?**

In my free time, I enjoy Latin American dance, especially salsa and bachata. I like to play golf, and I'm teaching myself to solve Rubik's Cubes. I'm also on the Board of Trustees for my high school, Cristo Rey Jesuit High School in Baltimore, and I'm on the Board of Next One

Up, a mentorship program that provides young men in Greater Baltimore access to academic, athletic and social development support. As an alumnus of both Cristo Rey and Next One Up, it feels great to be on the respective boards, as I have a great understanding of the programs and feel I can be a strong liaison between the rest of the board and the alumni community. Having completed these programs and achieved success in my career since then, I'm always happy to offer support or advice to young people who are in the same position I once was. It means a lot to be able to mentor this way.

**What inspiring word of advice would you give to a young executive graduating from college?**

Believe in yourself and trust your knowledge. If you want something, you have to go out there and get it. No one is going to give it to you, so it all comes down to putting yourself out there, taking risks, meeting new people, and making the effort. In the end, the journey is often the most meaningful part of it all. **MAREJ**

## Robert V. DiLeo, NAI DiLeo-Bram

continued from page 1C relationships to evolve into personal friendships.

**What outside activities do you enjoy during your free time?**

I've always been a sports enthusiast, from playing sports myself to being a spectator. Competitive by nature, I enjoy these types of activities

because they foster a mindset that emphasizes teamwork. I have a specific passion for golf – a sport I credit with reminding me that discipline, practice and patience are imperative on the course and in life in general. Focusing, taking time and making thoughtful decisions are all important lessons. **MAREJ**

## Kyle Gerace, NAI DiLeo-Bram

continued from page 1C **What inspiring word of advice would you give to a young career starter graduating from college?**

For anyone just launching their career, especially in the commercial real estate industry, I would tell them to stay curious and not be afraid to

ask questions. You will never have all the answers regardless of how long you've been in the business. Also, finding the right mentor is key and makes all the difference in understanding this business. Make sure you find the right firm that makes YOUR development a priority. **MAREJ**

## Nicholas Favorito, Hudson Atlantic

continued from page IC-C **idea of walking into a client's office unannounced... or even worse, door knocking, was very intimidating to me. However, with every office I visited, every house I knocked on, every cold call I made, it started to become easier and easier. These are some of the most important base essentials that most successful brokers utilize. These tactics are just some of the methods that have allowed me to connect with some of the most prominent investors in the industry.**

**What inspiring word of advice would you give to a**

**young executive graduating from college?**

As you step into your career, it's important to acknowledge that there's no cookie cutter recipe to success, everyone's path is different. There are many ways to become successful, yet in any industry, the necessary ingredients will always include a blend of relentless hard work, continuous learning, and genuine connections. It is crucial that you embrace every challenge as an opportunity to grow, stay adaptable in the face of change, and always act with integrity. Your passion and perseverance will be the foundation of your remarkable journey ahead. **MAREJ**

## David Ferber, CPA, Matthews . . .

continued from page 5C skills were on the people side, sitting behind a computer in tax returns & k-1s for billion-dollar REITs wasn't going to do it. Having real estate experience and wanting to take a career risk, I made a move to brokerage and picked multifamily as my product type in NJ. I was given a specific market to focus on – Hudson County, and become an expert in that area. Being on the phone all day, working on deals, negotiating

contracts, and winning deals was the thrill and excitement I was missing in the tax industry.

**Who do you feel was most influential in your life when choosing this profession?**

My wife gave me all the confidence & support in the world to leave a salaried job for 100% commission with the bet that after 12-24 months of 12-hour days, 300 cold calls a week, and following the training, it could work out. Without her

support, commitment to taking care of the kids (so I can 100% focus on the work), building up enough savings, and being my cheerleader, I would have never been able to pull this off. There are some dark times in the beginning, as we call "valleys of despair"; those were tough times. I had about three of them in my first three years, and without someone there to push me through it, I don't know if I would have still been in the industry. **MAREJ**

## Rising to Success with Nicholas Bio . . .

continued from page 8C related curriculums in school I believe I was able to become well rounded in relationship building, communicating, and analytics.

**What is the funniest, most unique situation you have faced/conquered during your career? Or in your life?**

The most unique situation I have faced within my career so far is starting a job that is heavily reliant on in-person interactions at the back end of a global pandemic. The biggest obstacle when beginning in brokerage was finding a way to get in-front of potential clients without them feeling uncomfortable or at risk of

getting sick, a challenge that was unique to everyone, no matter how successful they were in the industry. For the first year of my career, I had to try new prospecting tactics to ensure that the property owners I was trying to connect were willing to meet face to face before showing up to their property. This included practices like an initial online outreach to potential clients ensuring they were okay with me coming to their building and utilizing different technologies to make online meetings feel more personal.

**What inspiring word of advice would you give to a young executive graduating from college?**

Once piece of advice I would give to a young executive graduating from college is to be resilient in everything they do, especially your career. One of the first things you learn when entering the work force is how little you actually know about the job you took and the industry you are in. While college makes you book smart, the only way to really grow into your profession is learning through experiences and from your own failures. The ones who eventually win are those who choose to pull the lesson from their mistakes and improve because of it. There is always good in the bad; find it, learn from it, and keep moving on. **MAREJ**

## Ben Susskind, Hudson Atlantic

continued from page IC-C **What were some of your early goals and did anything happen to change them?**

When I began my career transition, my goal was clear: close at least one deal within my first year in the new field. However, the journey wasn't without its challenges, particularly navigating the unpredictability of the market. Despite the hurdles posed by market fluctuations and economic uncertainties, I remained committed to my goal. After eight months of perseverance and hard work, I successfully closed my first deal at a 4.46% cap. This achievement not only validated my career pivot but also reinforced my resilience in the face of adversity.

**What is the funniest, most unique situation you have faced/conquered during your career? Or in your life?** During a trip to Central America with a few friends, we decided to attend a rodeo. Through some maneuvering,

we found ourselves in the front row, mere feet away from the bulls. Suddenly, the staff began pulling people into the ring to participate in running from the bulls. Thanks to my adventurous friends, I found myself nominated. As I stood there, staring down a bull just 20 feet away, I couldn't believe the situation I was in. Thankfully, I lived to tell the tale of that exhilarating and unforgettable experience.

**What inspiring word of advice would you give to a young executive graduating from college?**

Your ability to form authentic relationships is your greatest asset. Cultivate genuine connections, actively listen, and show empathy. Networking is key—engage with industry professionals and be generous in offering support. These relationships will not only advance your career but also enrich your professional journey. **MAREJ**