

October 22, 2024

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John M. Nolan, Esq.
Chair, Member Selection Committee
c/o American College of Real Estate Lawyers
220 N Market Street, Suite 100
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Re: Proposal for Membership – Steven G. Shapiro

Dear Mr. Nolan:

It is with great pleasure that I nominate Steven G. Shapiro for membership in the American College of Real Estate Lawyers (“ACREL”).

I have known Steve for several years. I was first introduced to Steve through American University’s Washington College of Law (“WCL”). As a Professor at WCL, Steve teaches a variety of real estate related classes, including contract drafting, research, government contracts, construction law, and hotel and hospitality courses. In particular, Steve coordinates, hosts and teaches a specialized two-week (all day each day) seminar class on hotel and hospitality matters known as the Hotel and Tourism Law Program (the “HTL Program”), which is one of the only law school programs in the area in the country. In addition, Steve is involved in various construction law arbitration activities, including international arbitrations.

Over the past six plus years, I have worked regularly with Steve on numerous teaching, lecture and seminar presentations. These include his HTL Program, a recent session in the Hotel Law Conference, and even a presentation at the FERRANDI Institute in Paris, France. In each of these instances, Steve has carefully and professionally prepared insightful, current curricula and topics and has brought in many experts and professionals in the industry to assist. His impressive educational background and work experience in the hospitality industry and construction industry, and incredibly thoughtful, thorough, collegial and pragmatic approach towards mentoring and assisting students on their commercial real estate paths, makes Steve one of the most effective professors that I have had the pleasure of working with in my career. I have no doubt that Steve is one of the best real estate professors in the United States and I believe his admission to ACREL would be a tremendous benefit to the College. Given the impressive depth and quality of seconds supporting this nomination being submitted concurrently herewith by Phil Horowitz of Venable LLP, Michael Goodwin of Arnold and Porter, John Jacobsen of Artemis Real Estate Partners, and John Ratino of Goulston & Storrs PC, I am quite beyond confident that my opinion of Steve is very well founded.

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Steve's academic credentials are impressive. Steve graduated from Georgetown University in 1984 with a Business Degree. Thereafter, in 1987, Steve received his J.D. from Georgetown University Law Center, where he served as the Staff Editor of the American Criminal Law Review, and received an LL.M. in 1991. In 2004, Steve received his Master's Degree in Engineering (Civil Engineering) from the University of Maryland, Clark School of Engineering.

Steve's commercial real estate experience outside the teaching arena includes customary transactional work at several law firms in the District of Columbia area, work as a project manager and executive at two well regarded construction companies including Clark Construction Group, and numerous construction arbitration matters.

In terms of 'giveback', and setting aside the fact that Steve teaches on an everyday basis, Steve is a tireless and consistent coordinator, mentor, teacher, and guide. The students with whom he has connected me (and several of his Seconders) for professional path consultation and assistance are too numerous to count. I routinely see Steve interact with students and other CRE professionals (of varying skills and backgrounds) and he does a fantastic job of pointing them to outside professionals. In addition, his 'outside' speaking engagements and industry writing and publications cover several pages of his resume (attached) and I recommend that one give that list a read to see the extent of those efforts.


Over the past six (6) plus years, through the numerous seminars and teaching opportunities we have worked on together, I have gotten to know Steve very well and hold him in the highest regard both professionally and personally. He is a real estate attorney and professor of incredibly high (and diverse) skill and intellect.

Accordingly, given the foregoing, I certify that Steve satisfies the criteria for selection to the College as set forth in Section for of the Guidelines for Regular Member Selection. In my opinion and to my knowledge, Steve satisfies ACREL's Statement of Professionalism and exemplifies the standards of professional integrity and civility as provided in the Guidelines. I am not (a) in the same firm, business entity, faculty or other organization as Steve, (b) related by birth or marriage to Steve, or (c) a current Governor or member of the Member Selection Committee of the College.

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Based upon the foregoing, it is my pleasure to nominate Steve as a 2025 ACREL fellow. Should you have any questions or wish to further discuss this nomination, I am available to speak at your convenience. Thank you for your time and consideration.

Sincerely,



J. Michael Pickett

cc: Phil Horowitz, Esq. (via email with enclosures)
Michael D. Goodwin, Esq. (via email with enclosures)
John Ratino, Esq. (via email with enclosures)
John Jacobsen, Esq. (via email with enclosures)