

October 24, 2024

John M. Nolan
Chair, Member Selection Committee
c/o American College of Real Estate Lawyers
220 N Market Street, Suite 100
Frederick, MD 21701

Re: Seconding Letter for ACREL Membership – Steven G. Shapiro

Dear Mr. Nolan:

It is with great pleasure that I second the nomination made by J. Michael Pickett of Steven G. Shapiro for membership in the American College of Real Estate Lawyers (“ACREL”).

Through my interactions and relationship with Steven, I believe his record and resume demonstrate his proficiency as a legal scholar and practitioner and also his embodiment of the “give back” requirement that is a critical component of membership in ACREL. My experience with Steven dates back almost twelve (12) years to when I was fortunate enough as a young attorney to sit in and learn as Steven directed the first Hospitality and Tourism Law seminar program at American University’s Washington College of Law (“HTL Program”). The HTL Program has now blossomed into an exceptional hospitality law focused program that gathers distinguished faculty, including Steven, to lead and mentor both law students and early career legal professionals and provide them with an introduction to the diverse offerings of hospitality law. My personal and professional relationship with Steven has grown out of my participation in the initial HTL Program, and since 2014 I have now had the pleasure of co-teaching with Steven certain topics withing the HTL Program and also collaborating with him to teach students at various other corporate/contract drafting courses and seminars at AU Washington College of Law and elsewhere, including Ferrandi Paris - Ecole Francaise, Seton Hall University Law School, Boston University School of Hospitality Administration, The University of Maryland and Universidad Externado de Columbia.

I am not only a direct beneficiary of Steven’s legal proficiency in hospitality law and construction law, but to me, most importantly, I consistently observe his desire to enhance the academic experience and legal knowledge of students (law and non-law) and practitioners across the country and globe, in ways that make understanding and implementing oftentimes challenging legal constructs practical, approachable and enjoyable. Steven is not motivated by professional recognition or awards - he thrives on instruction, conversation and making connections for others to expand their reach and potential within the legal industry. If Steven finishes a seminar or speaking engagement and has been unable to coordinate lunch meetings

and/or coffee chats among students, young practitioners and seasoned professionals, I know Steven feels as if his duty to help broaden the opportunity horizon for others and give back to the legal community has fallen short of his expectations. Steven endeavors to utilize his passion for teaching and expertise in particular areas of the law to provide meaningful avenues for those inside and outside of the legal community to help chart a path for success and growth in the classroom and/or on their professional journey. Steven's ability and desire to make an impact throughout our shared profession is unparalleled among those with whom I interact on a frequent basis.

I have received and reviewed the Proposal for Membership submitted by Mike Pickett and certify that Steven Shapiro satisfies the criteria for selection to the College as set forth in the Guidelines for Regular Member Selection. In my opinion and to my knowledge, Steven 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 Steven, (b) related by birth or marriage to Steven, or (c) a current Governor or member of the Member Selection Committee of the College. Neither Steven Shapiro nor his/her employer employs or retains me or my employer, and my professional relationship with Steven is limited to participating together in certain law school and business school teaching activities from time to time.

Please do not hesitate to reach out to me for further information or commentary if I can be of assistance in advancing Steven Shapiro's nomination. It would be a pleasure to see Steven accepted as a 2025 ACREL Fellow. Thank you for your time and consideration.

Regards,



John W. Jacobsen
Managing Director, Artemis Real Estate Partners
ACREL Member

cc: J. Michael Pickett (via email)