FLASTER GREENBERG
Attorneys at Law | A Professional Corporation

The Fifth Annual New Jersey Gold Coast & Spring Multifamily Summit

March 29, 2017
CAPRE

Date: March 29, 2017

Time: 11:30 am - 7:30 pm

Location: Maritime Parc | 84 Audrey Zapp Drive | Jersey City, New Jersey

Click here to register.

New Jersey's most active commercial real estate developers and investors are making plans to attend ***The Fifth Annual New Jersey Gold Coast & Spring Multifamily Summit,*** the high-level market intelligence and networking event that has been attended by more than 1,500 executives over the last four years. More than 30 speakers will participate in 10 panel discussions in this full-day conference on March 29, 2017 combining seven hours of informational panels and networking, including: breakfast, lunch and many other new business development opportunities.

The summit will bring special focus to the emergence of New Jersey's Gold Coast on the global investment stage, including: Analysis of the infusion of new capital sources: international, crowdfunding, and North-American regional players. How has the Gold Coast gained acceptance outside of New Jersey as an investment/development destination comparable to Manhattan, boroughs and other international regions? From an investor perspective, what is the most significant perception change about the Gold Coast in the last 1-2 years? What's next for Jersey City? Where are investors/developers finding the next opportunity? Is there any shortage of opportunity in 2017? Are there too many investors/developers attempting to break into the vibrant Gold Coast market? Will new investors and developers emerge, and will there be enough room for them?

AGENDA:

THE FIFTH ANNUAL NEW JERSEY GOLD COAST & SPRING MULTIFAMILY SUMMIT

11:30 am - 12:00 pm

REGISTRATION & COFFEE

12:00 pm - 12:05 pm

WELCOME & OPENING REMARKS

Brian Klebash, President & Founder, CapRate's NJ Commercial Real Estate Series

12:05 pm - 1:05 pm

NEW JERSEY GOLD COAST 360: ANALYSIS OF THE INVESTMENT OPPORTUNITIES AND OUTLOOK FOR 2017 IN THE FACE OF POLITICAL UNCERTAINTY AND AN EVOLVING DEBT MARKET

- Still room to grow? With the addition of so many new investors, notably foreign capital, to the region, what types of opportunities remain?
- North of Hoboken (NoHo) to GW Bridge: Analysis of population growth and development to support new demand in West New York, Edgewater, Fort Lee)
- Jersey City: Analysis of new opportunities in the region's largest city
- Bayonne: Is Bayonne the Next Jersey City?
- The evolution of retail and foot traffic: Analysis of the new and boutique retail base in Hoboken, Jersey and luxury retail in Edgewater
- Analysis of recent investment sales: Who is buying? What types of assets are transacting? And, who is selling?
- Analysis of capitalization rates and rental rates

Hear from:

Moderator: **Mitchell Berkey**, Co-Chair, Real Estate, Development and Land Use Group, Chiesa Shahinian & Giantomasi PC
Lee Bloch, Senior Vice President/Development, Carmel Partners
Alexander Heil, Chief Economist, Port Authority of NY & NJ
Jonathan Kushner, President, Kushner Real Estate Group
Timothy Lizura, President and Chief Operating Officer, NJEDA
Abe Naparstek, Senior Vice President – East Coast Development, Forest City Realty Trust
Peter Sibilia, Executive Director, Global Real Assets – Acquisitions, J.P. Morgan Asset Management
Dave Surti, Principal, Camber Capital LLC
Russell Tepper, Senior Managing Director, Northeast, Mill Creek Residential Trust

1:05 pm - 1:50 pm

MIDDLE MARKET, PRIVATE CAPITAL & JV EQUITY: ANALYSIS OF THIS RAPIDLY-GROWING INVESTOR CLASS, FINDING DEALS, EQUITY PARTNERS & WORKING WITH FAVORABLE LOCAL GOVERNMENTS

This panel will discuss strategies for capitalizing in the Gold Coast market, and how to balance institutional and family-run/high-net worth firms.

- What types of investors are selling to Gold Coast middle-market/private investor class?
- Where are investors finding opportunities in the Gold Coast region? What brings investors to the New Jersey Gold Coast from elsewhere in the country?
- How are middle-market investors competing with Class-A assets?

- What are the most challenging aspects of the investment landscape for the middle market in 2016, and why? And, to the contrary, what are the most opportunistic aspects of the market? How do middle market investors view exit strategies?
- What are the benefits of being an entrepreneurial, family-run or "small fund"? What new, creative funding opportunities (like crowdfunding) are smaller operations exploring?
- Are there unique tax advantages or benefits for this group to buy in certain neighborhoods and submarkets?

Hear from:

Dennis Cieri, Principal, EDEN Property Company, LLC
Christopher Cruz, Associate, Tenth Avenue Holdings
Seth Damski, Founder and Managing Partner, Old City Investment Partners
Diego Hodara, Founder & CEO, Titanium Realty Group, LLC
Benjamin Loney, Head of Acquisitions, Castle Lanterra Properties
Eric Margules, Owner, Margules Properties, Inc.
Shefali Raina, Principal, Clear Water Capital Investments
Vivek Singh, Principal, Singh Properties

1:50 pm - 2:20 pm

NETWORKING LUNCHEON

2:20 pm - 2:50 pm

CONSTRAINTS OF URBAN DEVELOPMENT: URBAN PLANNING, RESILIENCY & CREATING COMMUNITY

- Analysis of Lafayette Park development plan
- Trading density for resiliency
- Growing to create larger kinds of development

Hear from:

Moderator: Jerry Simon, Principal, Lessard Design Inc.
Richard Garber, Partner, GRO Architects, PLLC
Stuart Z Koperweis, Vice President, Center for Creative Placemaking; President, Economic Development Strategists
Mike Meyer, Director of Development, Hugo Neu Corporation

2:50 pm - 3:40 pm

NEW REGULATORY INITIATIVES: BROWNFIELD REMEDIATION AND GROUND WATER STANDARDS

Brownfield remediation is often an added risk component in urban redevelopment. This session will focus on the innovations that are being discussed between trade groups and the regulators to lower costs, decrease risk, and inject more predictability into the redevelopment process.

- Analysis of potential changes to Class II-A groundwater CEA (classification exception area)
- How to assess contamination in New Jersey
- Obstacles of brownfield development
- Waning days of Christie administration: What to expect
- Will there be more sympathy to the developers' plight?
- Analysis of Site Remediation Reform Act

Hear from:

Moderator: George Vallone, Founder & President, Hoboken Brownstone Company
Marty Judge, Environmental Attorney, Flaster Greenberg PC
Richard Lake, LSRP & Associate, Geo-Technology Associates, Inc.

3:40 pm - 4:00 pm

NETWORKING BREAK

4:00 pm - 4:45 pm

ASSETS, AMENITIES, AND INNOVATION: PROPERTY MANAGEMENT WORKSHOP

- How are owners/managers capitalizing on open common areas and other shared spaces/amenities, such as jogging trails, community gardens, co-working spaces, or pet grooming stations? What happened to the days of fitness centers and media rooms? What about off-site amenities, such as memberships in organizations?
- What are the latest strategies for increasing tenant retention, appealing to a changing market, and driving the multifamily conversation? Are personalized services such as cleaning and package delivery still enough?
- How do owners/managers monitor social media and utilize technology/digital devices to appeal to and engage with millennial tenants?
- How are property management companies navigating the shared economy along the lines of AirBnb, Rover Parking, etc? How does insurance factor into this conversation?
- What do tenants expect and want when it comes to energy efficiency? What tools have arisen to improve energy efficiency?

Moderator: **David Minno,** President, MINNO & WASKO Architects and Planners
Catherine Greer Souder, Director of C&R Management, The Silverman Group
Natalie Miniard, Realtor, JCity Realty, LLC
Vanessa Imme, Director of Leasing & Sales, SILVERMAN

4:45 pm - 5:30 pm

SOHOWEST CASE STUDY: SOUTH OF HOBOKEN AND WEST OF MANHATTAN

Soho West at 837 Jersey Ave. in Jersey City will become one of the most exclusive neighborhoods in the area. Cast Iron Lofts I has already established itself as one of the best options for luxury living in the area with spacious floor plans and friendly staff. Soho West will continue where we left off with our first phase via the opening of our second phase, Cast Iron Lofts II. Cast Iron Lofts II will offer large floor plans and great new amenities like a beach club, a modern fitness center and more.

Hear from:
George Garcia, Partner, Connell Foley LP
Louis Mont, Chief Operating Officer, Manhattan Building

5:30 pm - 6:00 pm

NETWORKING BREAK

6:00 pm - 6:45 pm

GOLD COAST NORTH: FINDING DEALS AND ANALYZING DEMAND FROM HOBOKEN TO FORT LEE

- Beyond Jersey City and Hoboken: Where is the opportunity in waterfront communities from Hoboken to GWB?
- Analysis of demand for various property types in Fort Lee, Port Imperial and West New York
- Analysis of demand for luxury retail: Del Friscos, Trader Joe's, Whole Foods, Golf Shack
- Infrastructure to support a growing residential base
- What is the next frontier?

Hear from:
* **Wayne Kasbar**, Managing Director – Retail Services, Colliers International
* **Justin Korinis**, Senior Vice President, Sabre Real Estate Group
* **Jonathan Kushner,** President, Kushner Real Estate Group
* **Gabe Pasquale**, Senior Vice President, Landsea Homes US
* **Benjamin Watson**, Vice President of Marketing, DMG Investments
* **David Wolfe**, Managing Partner, Skoloff & Wolfe, P.C.
* The Kislak Company, Inc. – Speaker TBA

6:45 pm - 8:00 pm

NEW JERSEY GOLD SUMMIT AND CITY OF JERSEY CITY AWARD CEREMONY FOR INNOVATIONS IN PUBLIC-PRIVATE PARTNERSHIPS: DEVELOPERS WHO ARE REINVENTING THE URBAN CORE

The City of Jersey City and CAPRE will team to honor innovative developers and effective public-private partnerships. The municipality has been the most active Gold Coast region for development over the last two years, driven by effective public policy and working with the private sector. Jersey City's population has increased substantially, and is forecast to become of the one of the largest cities in the State of New Jersey

Hear from:
David Donnelly, Executive Director, Jersey City Redevelopment Agency
Marcos D. Vigil, Deputy Mayor, City of Jersey City

ATTORNEYS MENTIONED

Marty Judge