

Names, Faces, People and Places

"OFFENSE/DEFENSE: WHAT'S THE LATE-CYCLE R.E. PLAYBOOK?"

Fordham REI, Columbia Univ., CRE and REBNY host forum

NEW YORK, NY Fordham Real Estate Institute (REI), Columbia University, the Counselors of Real Estate and the Real Estate Board of New York co-hosted a forum, "Offense/Defense: What's the Late-Cycle Real Estate Playbook?" The breakfast panel took place on Wednesday, October 2nd at Fordham's Lincoln Center campus. At the event, leading real estate thinkers and practitioners discussed where we are in the real estate cycle, the major players on the field and ideas, perspectives and strategies for optimizing your position.

Following welcome remarks from Dr. Anthony Davidson, dean of Fordham School for Professional and Continuing Studies, the event began with a kick-off from Neil Madsen, principal at Madsen Advisors, LLC and member of the Fordham REI Executive Advisory Council. Next, a fireside chat with Dr. Hugh Kelly, director of graduate programs, Fordham REI, and president, Hugh Kelly



Shown (from left) are: Dr. Hugh Kelly; Dr. Melissa Reagan; Melissa Burch; Sara Queen; Dennis Jacobs, Ph.D, of Fordham University; Louis Mirando of Streamline Realty Funding; Neil Madsen of Madsen Advisors, LLC; James Nelson; and Patrice Derrington

Real Estate Economics, and special guest Dr. Melissa Reagan, managing director and head of research, Nuveen Real Estate, focused on how real estate investors can and should adapt their portfolio at this point in the industry cycle, including looking at opportunities outside of major cities.

The second half of the event featured an expert panel discussion on the outlook for the late stage of the

cycle and how investors can best poise themselves for success. Patrice Derrington, director, Real Estate Development Program, GSAAP, Columbia University, moderated the discussion. Featured panelists included:

- Melissa Burch, executive general manager at Lendlease;
 - Rich Walsh, head of structured lending and co-portfolio manager for the fund at New York Life;
 - James Nelson, principal and head of Tri-State investment sales at Avison Young; and
 - Sara Queen, head of asset management and operations at Mapletree.
- This event was sponsored by Streamline Realty Funding.

Perfetto and Nikolovienis of Cohen & Perfetto named to 2019 New York Super Lawyers list

NEW YORK, NY Louis Perfetto, managing partner of the real estate law firm of Cohen & Perfetto LLP has been



Louis Perfetto



Matia Nikolovienis

named to the 2019 edition of New York Super Lawyers for the 13th consecutive year. In addition, Matia Nikolovienis, partner of the firm has been named to the 2019 edition of NY Super Lawyers for the second consecutive year. Each year, only 5% of attorneys in the state receive this honor.

With a combined 45 years of experience, Perfetto and Nikolovienis practice exclusively in all areas of real estate law, including land use, zoning, banking law, work outs and government incentives. They are

both distinguished in the industry for handling large-scale acquisition and commercial development deals, many of which involve complex legal issues such as the sale of air rights, 1031 exchanges and zoning issues. They represent clients nationwide ranging from Fortune 500 businesses to small, family-run businesses.

Shaban joins KSR

NEW YORK, NY According to Kasin Sabbagh Realty, (KSR) Ronnie Shaban has joined the company as a managing director and will be focusing in acquisition and dispositions of investment real estate and retail and office leasing in the NYC metropolitan area.



Ronnie Shaban

Patterson and Hegarty of Zetlin & De Chiara among co-authors of revised ABA Forum on Construction Law

NEW YORK, NY Carol Patterson, Zetlin & De Chiara LLP senior partner, served as the lead editor for the revised American Bar Association (ABA) Forum on Construction Law's updated textbook, *Construction Law, Second Edition*, and co-authored a chapter with fellow partner, Timothy Hegarty.

Patterson and Hegarty co-authored the chapter "The Design Team's Role in Contracts," which focuses on the responsibilities of the practitioners and the legal framework related to the performance of professional design

services.

Construction Law provides a complete orientation to the construction industry and its processes. Written by experts from across the country and suitable for introductory survey courses or more advanced courses oriented towards litigation or transactions, the textbook examines the roles of the different participants in the construction process and the concepts and vocabulary essential to understanding its cases and legal principles.

DiCola of Trepp hosts Sept. 19th CREW New York coffee meeting



Top row (from left) are: Rachel Merva, Allianz Real Estate of America; Sheila Soufian, AXA Advisors; and Anya Nabiev, Natixis North America LLC; Second row, (from left) are: Caitlin McDonough, Conway Farrell Curtin & Kelly, PC; Sharon Zimmer, ADAPT Community Network; Erin Timko, Trepp; Kate Stentebjerg-Olesen, Bank ABC; Cate Agnew, Natixis North America LLC; Annemarie DiCola, Trepp; Barbara Champoux, Champoux Law Group; Karen Ramos, Credit Agricole CIB; Jo Hastings, Société Générale; Lily Zivkovic, Z & Z Group, LLC; Maria Elefante, Arbor Realty Trust, Inc.; Nancy Wood, ABS Partners Real Estate, LLC; and Sarah Nehmeh, Bank ABC.

NEW YORK, NY On September 19th, Annemarie DiCola, CEO of Trepp, hosted a CREW New York coffee meeting. These women in real estate focused their discussion on finance, investment and capital markets in CRE.

In addition to DiCola, this event's host, CREW New York had several special guests, and some members, from major financial institutions, such as Societe General, Credit Agricole, Bank ABC & Arbor Realty Trust.

Lee & Associates NYC appoints Zuckerman new chief operating officer

MANHATTAN, NY Lee & Associates NYC LLC (Lee NYC) welcomes Jon Zuckerman to its executive team as chief operating officer.



Jon Zuckerman

Prior, Zuckerman was an executive managing director at Colliers International, where he focused on tenant representation although he has a background that includes extensive property owner representation as well.

Raich Ende Malter & Co. names Mann Falk new quality control partner

NEW YORK, NY Accounting and consulting firm Raich Ende Malter & Co. LLP (REM) has hired Bonnie Mann Falk, CPA, MBA as new quality control partner. Mann Falk brings nearly 30 years of experience, most recently serving as a director in the Mazars USA LLP quality & risk management team, overseeing and performing engagement quality control reviews, providing technical guidance, developing and delivering training, and performing internal inspections.

Sept. 10th YM/WREA meeting held at L&L MAG offices



Front row, (from left) are: Lenny Lazzarino; MaryAnne Gilmartin, CEO, L&L MAG; and Laura Jackson. Back row, (from left) are: Justin Huebener; Matt Fox; Craig Waggoner; Alex Kaskel; Alan Bernstein; and Caroline Merck.

NEW YORK, NY On September 10th the Young Men's/Women's Real Estate Association of New York (YM/WREA) hosted MaryAnne Gilmartin, founder and CEO of L&L MAG for their September luncheon with the invocation given by Lindsay Ornstein, partner at Transwestern, and 2017 YM/WREA chairman.