



THE COUNSELORS OF REAL ESTATE  
NYC ANNUAL CONVENTION 2024  
SCHEDULE OF EVENTS  
HOURLY CONTINUING EDUCATION BREAKDOWN

September 28-October 1  
Kimpton Hotel Eventi  
851 6<sup>th</sup> Avenue  
New York, NY

**Sunday, 9/29**

*Welcome Address*

**Anthony DellaPelle, Esq., CRE**, 2024 Global Chair of The Counselors

*General Sessions*

Session # 1                      8:15A-9:15A

**1 hour**

***Global Cities in an Era of Change: From New York, Tokyo, Sydney, London and Beyond....***

Moderator: **Michel Couillard, CRE**, President, CEO, Busac Real Estate

Panelists:

**Steven Bass, CRE**, Senior Director & Portfolio Manager, Nuveen Real Estate (Tokyo)

**Guniz Celen, CRE**, CEO, Chairperson, Celen Corporate Property Valuation & Counseling Inc. (Turkey)

**Herman Kok, Ph.D., CRE**, Associate Partner, DISCvision (Netherlands)

**Giancarlo Nicastro, CEO, SiiLA** (Brazil)

This array of real estate experts from across the globe will bring their expertise and viewpoints to New York, highlighting their diverse real estate markets and economic components. How are various factors - from geopolitical issues to climate change to demographic changes – affecting markets around the world?

Session # 2                      9:15A-10:00A

**.75 hours**

***Economic Advisory Council: The Point Counterpoint Debate of the Year***

Moderator: **Hugh Kelly, Ph.D., CRE**, Principal, Hugh Kelly Real Estate Economics

Panelists:

**James Costello, III, CRE**, Chief Economist, MSCI Real Assets

**Joshua Harris, Ph.D., CRE**, Economic Advisory Council Chair

**Will McIntosh, Ph.D., CRE**, Global Head of Research, Affinius Capital

**Melissa Reagen, CRE**, Managing Director, Portfolio Manager, Nuveen Real Estate

It's the 2024 sequel to The Counselors' top-rated session at its 2023 annual convention. If you don't know the members of the CRE® Economic Advisory Council, you should. This stellar group of American, Nuveen Real Estate and European advisors will captivate you in this point-counterpoint presentation. The interpretations and opinions of our experts may surprise you—but will definitely not bore you.

Sunday, 9/29, contd.

Session # 3

10:15A-11:00A

.75 hours

***Top Ten Issues Affecting Real Estate: The Big Reveal***

Introductions:

**Anthony DellaPelle, Esq., CRE**, 2024 Global Chair of The Counselors

Panelists:

**Tim Savage, Ph.D., CRE**, Professor and Director, New York University | Schack Institute of Real Estate

**Maureen Ehrenberg, CRE**, President, Commercial Division, We Company, Blue Skyre IBE LLC

Future Tense. Novel Thinking. Provocative. The 2025 Top Ten Issues Affecting Real Estate® will be unveiled at the CRE Annual Convention. These issues are determined through polling, discussion, and debate among Counselors. Hear the “why” behind each transformative trend in this compelling presentation of the signature thought leadership initiative of The Counselors of Real Estate.

***Business Issues Forums (five breakout discussions)***

11:15A-12:30P

1.25 hours each

Attendees chose one of the five options

- I. **Artificial Intelligence: Disruptors and Complements to the Commercial Real Estate Industry.**  
Discussion Leader: **Debra Guzov, CRE, Founder/Partner, Guzov, LLC**  
With: **Craig Benton, CRE**, Senior Director, Valuation Services, Synovus Bank and **Tim Savage, Ph.D., CRE**, Professor and Director, New York University | Schack Institute of Real Estate
- II. **The Challenges of Appraising**  
Discussion Leader: **Ruchi Pathela, CRE**; Head of Valuations for Global Alternatives, J.P. Morgan Asset Management  
With **Keith Brenan, CRE**, Vice President - Real Estate, HSBC Bank USA, N.A.
- III. **The Challenges and Opportunities in Retail Today**  
Discussion Leader: **Deborah Jackson, CRE**, Senior Managing Director, Valuation Consulting, Cushman & Wakefield, Inc.  
With **Lonnie Hendry, CRE**, Chief Product Officer, Trepp, Inc. and **Herman Kok, Ph.D., CRE**, Associate Partner, DISCvision
- IV. **Multifamily: Market Conditions & Opportunities**  
Discussion Leader: **Valerie Pontiff, CRE**, FHA Commercial Loan Portfolio Valuation: HUD Northeast Region, US Department of Housing and Urban Development  
With: **Philips Seagraves, CRE**, Associate Professor, Middle Tennessee State University and **Pamela Torsiello, CRE**, Asset Manager and CFO, Chestnut Realty Management LLC
- V. **Sustainability/ESG Discussion: New Standards and Stranded Assets**  
Discussion Leader: **Deborah Cloutier, CRE, President & Founder, RE Tech Advisors, Inc.**  
With: **Vladislav Ilic, CRE, CEO, Real Estate Unlimited** and **Deborah Nisson, CRE, Real Estate Consultant** and **Daniel Winters, CRE, Senior Director, GRESB**

Sunday, 9/29, contd.

*Development Tours*

2:30P-5:00P

2.5 hours each

Business attendees choose from one of the following tours:

- I. **911 Memorial/World Trade Center Walking Tour: A Day in the Life of Jim!**  
**Tour Guide: Jim Costello III, CRE, Chief Economist, MSCI Real Assets**  
Enjoy a stroll around Jim's office – 7 World Trade Center and get a sense of the area and all the little nooks and crannies nearby. Maybe grab a slice of pizza and stop for a beer by the WTC beer garden!
- II. **Grand Central Terminal and SUMMIT Experience**  
**Tour Guide: Benoit Gendron**  
This Tour will blend in-depth information, local insight, illuminating stories, plenty of discoveries, and fun with a Guide whose forte is New York's fascinating history and cultures. End the tour by experiencing SUMMIT - atop Midtown Manhattan's Tallest Skyscraper.
- III. **High Line Development & History Tour**  
**Tour Guides: Jennifer Elsasser and Linda Karas**  
The High Line is a public park built on an historic freight rail line elevated above the streets on Manhattan's West Side. Community residents fought for the High Line's preservation and transformation at a time when the historic structure was under the threat of demolition. The design team of landscape architects James Corner Field Operations, with architects Diller Scofidio + Renfro, created the High Line's public landscape. Enjoy a walking tour of this remarkable development.
- IV. **Walking Tour: East and West Villages**  
**Tour Guide: Francesco Accardo**  
Travel by foot for a true city neighborhood tour with great views and a relaxed overall feeling. With an expert local guide by your side you'll get real insight into the Big Apple, exploring hidden hangouts and local color as well as those must-see icons.
- V. **Walking Tour: From Hudson Yards to the High Line**  
**Tour Guide: Slava Shpigel**  
In 2011, this area was parked smelly garbage trucks, school buses, old warehouses and an active train yard. Most of it is gone now but the train yard is still there, covered up and on top of it - the most expensive real estate project in American history borrowing its name - the Hudson Yards. The whole neighborhood was developed from scratch to a sort of a Museum of Architecture! The neighborhood is constantly growing and transforming; this is the place to be right now to see the mythical ever-changing NYC.
- VI. **Garment District**  
**Tour Guide: Jonathan Goldstein**  
Walk through the garment district for a tour of Midtown, including Times Square, the New York Public Library, Grand Central, 5th Avenue and Rockefeller Center,

Sunday, 9/29, contd.

Development Tours, cont'd.

2.5 hours each

**VII. Walking Tour: Statue of Liberty & Ellis Island**

**Tour Guide: Isabelle Garbani**

The Statue of Liberty and Ellis Island are the two most iconic symbols of New York City's diversity. Ferry from Battery Park where you will take the ferry to Liberty Island. Your local expert Tour Guide will share the history and the Statue and Ellis Island, as well as show you some hidden treasures.

**VIII. Walking Tour: History and Architecture of Manhattan**

**Tour Guide: Bill Goodhart**

Walk with your Tour Guide, Bill, and hear how the city's neighborhoods grew and were affected by changes in transportation and shipping, how city planners moved for changes that would benefit them and their businesses - and how their businesses began to be outmoded when the world of the internet gained primacy. Downtown Manhattan is like the root, and midtown like the flower - but we'll see how both are blooming now!

**IX. History of NYC via Bus Tour**

**Tour Guide: Nicola**

Embark on a Tour of New York City where you'll explore the best of the Big Apple. Our guided bus tour takes you to iconic landmarks, hidden gems, and must-see attractions, all in one comprehensive package. From Times Square to Central Park, Rockefeller Center to Battery Park. You'll see Manhattan with a live licensed guide who will give you the inside scoop and details of the city's rich history. Sit back, relax, and take a journey through the vibrant streets of NYC.

Monday, 9/30

General Sessions

Session # 4 8:15A-9:00A

.75 hours

***Institutional Investment Outlook: What are the Market Trends?***

Moderator: **Scott Arden, CRE**, Managing Director, Sentinel Real Estate Corp

Panelists:

**Lori Mason Curran, CRE**, Investment Strategy Director, Vulcan

**Michael Fogliano, CRE** Senior Portfolio Manager, State Board of Administration of Florida

**Kevin Higgins**, Real Estate Portfolio Manager at New Jersey Division of Investment

**Tim Schlitzer, CRE**, Senior Investment Officer, Director, Real Estate and Timberland Investments, MASS PRIM

Commercial real estate has become a global institutional asset class, yet it is increasingly competing against private equity for dollars. This exceptional panel will share strategies for raising and deploying capital, insight on lender priorities and borrower objectives, the risks and opportunities in institutional investment, and why investor sentiment and concerns about the market are shifting.

## Monday, 9/30, cont'd.

Session # 5 9:00A-9:45A

.75 hours

### ***Debt Capital Markets Panel***

Moderator: **Lonnie Hendry, CRE**, Chief Product Officer, Trepp, Inc.

Panelist(s):

**Bryan Doyle**, Managing Director of Capital Markets, CBRE

**Neal Casey**, Executive Director, UBS

**Annemarie DiCola**, Chief Executive Officer, Trepp

**Marcella Fasulo**, Executive Vice Chairman, Newmark

**Sharon Ann Miller, CRE**, President, Hillcrest Finance, LLC

Join us for an exciting and energetic panel discussion with CRE Debt experts as they explore the latest trends, challenges, and opportunities in the CRE (debt) capital markets. This session will focus on the following topics:

- Market Trends - Discover the current demand drivers in the industrial and multifamily sectors, and learn how the office and retail spaces are evolving to meet new tenant needs
- Economic Insights - Gain a deeper understanding of how inflation, interest rates, and potential regulatory changes are impacting the capital markets
- Capital Flows - Learn how the current market disruption has impacted how capital flows into CRE from domestic and international capital sources
- Technology and Innovation - Explore how technology is providing a deeper analysis of CRE data and how it impacts the capital markets

Session #5 10:00A-10:45A

.75 hours

### ***Office Outlook: A Fireside Chat***

Moderator: **Ruth Colp-Haber, CRE**, Partner, Wharton Property Advisors, Inc.

Guest Speaker: **William Rudin**, Co-Executive Chairman, Rudin Management; Former Chairman, Real Estate Board of New York (REBNY)

You will learn to keep a long-term approach when investing in real estate in this conversation with Bill Rudin, co-executive chairman of Rudin Management Company. The company was founded in 1925 by Samuel Rudin and is now led by the third and fourth generations. The Rudin portfolio is now comprised of residential buildings totaling more than 4 million square feet and commercial office buildings totaling more than 10 million square feet.

In an industry known for its rough and tumble deal makers, Rudin Management Company is unique in their approach to the business. The hallmark of the company is the adage that “our word is our bond”, and they have had some long-term tenants in their buildings for 50 or 60 years. Further, they even say that in the rare event when they make mistakes, they make it right.

Bill, who is widely recognized as a NYC icon, will share how his company stays true to its founder’s guiding principles and monitors current trends to make decisions.. As part of the company’s ethos, he also emphasizes the value of giving back the community, and getting involved in ways that can help people in need. He will explain how that alchemy has served his organization well for 100 years.

**Monday, 9/30, cont'd.**

Session # 6

10:45A-11:30A

**.75 hours**

***Economic Outlook: What 2025 Might Bring***

Introductions: **Jonathan Schein, CRE**, CEO & Founder, Real Estate Limited Partner Institute

Guest Speaker: **Mark Zandi**, Chief Economist, Moody's

What policy changes are on the horizon that will affect real estate? Take this opportunity to go beyond the numbers and hear from a leading commercial real estate economist discuss the convergence of economic realities and emerging trends... and what it all means for your business in 2025.

***Development Tours***

2:00P-4:30P

**2.5 hours each**

Business attendees choose from one of the following tours:

**X. 160 Water Street: Manhattan's newest waterfront neighborhood**

Tour Guides: **Vanbarton Group: Joey Chillelli, Managing Director; Malek Hajar, Senior Project Manager; and Alex Tendler, Vice President**

This Development Tour will introduce you to the Seaport's most anticipated rental residences - Pearl House - Manhattan's newest waterfront neighborhood. 160 Water Street is a 30-story office-to-residential conversion and expansion in Manhattan's Financial District. Designed by Gensler and developed by the Vanbarton Group, the project involved the construction of six additional floors within the original 24-story structure and converting its 525,000 square feet of office space to yield 588 rental units in studio to two-bedroom layouts. Representatives from the Vanbarton Group, a privately owned, vertically integrated commercial real estate investment and advisory firm, spearheaded this development and will take you through a behind-the-scenes tour.

**XI. 270 Park – JP Morgan**

Tour Guides: **Claire Caffrey, CRE**, Executive Director, J.P. Morgan Asset Management Global Alternatives Real Estate Americas and **Jack Stone**, Vice President, 270 Park Development, JPMorgan Chase & Co.

270 Park Avenue, the new JPMorgan Chase tower, is an iconic project on the East Side of the Midtown neighborhood of Manhattan in New York City. The building's steel frame was erected over the last three years by more than 300 Local 40 iron workers as well as hundreds of engineers, crane operators and construction workers using more than 93,600 tons of US-made steel. The structural steel used is 93% recycled and 100% recyclable, making it a prudent construction material choice. Enjoy a behind-the-scenes Tour of this newly constructed 1,388-foot, state-of-the-art skyscraper.

**Monday, 9/30, cont'd**

*Development Tours, cont'd.*

**XII. High Line Development & History Tour**

**Tour Guides: Frederica Sigel**

The High Line is a public park built on an historic freight rail line elevated above the streets on Manhattan's West Side. Community residents fought for the High Line's preservation and transformation at a time when the historic structure was under the threat of demolition. The design team of landscape architects James Corner Field Operations, with architects Diller Scofidio + Renfro, created the High Line's public landscape. Enjoy a walking tour of this remarkable development.

**XIII. Hoboken Terminal and Rail Yard**

Tour Guide: **Brian Barry**, Senior Vice President, LCOR

LCOR, an integrated build-to-core, transit-oriented, multi-family operating company, will be leading a tour of a redevelopment site associated with New Jersey Transit's Hoboken Terminal and Rail Yard. The goal of the project is to create a world-class mixed-use, transit-oriented development via public and private partnership.

**XIV. Hudson Yards**

Tour Guide: **Noel Velez**, Vice President Customer Experience, Hudson Yards at Related Companies

Hudson Yards is the largest private real estate development in the history of the United States. Today, tens of thousands of people work in, visit and call Hudson Yards their home. The neighborhood includes approximately 12 million square feet of commercial and residential space; dozens of shops; a collection of restaurants; thousands of residences; The Shed, a new center for artistic invention; 5 acres of public gardens and groves; and a luxury hotel. Noel Velez will give you a behind the scenes Tour of this development.

**XV. World Trade Center**

Tour Guides: **Constantine Korologos, CRE**, Clinical Assistant Professor/Principal, New York University - SPS Schack Real Estate Institute and **Dara McQuillan**, Chief Marketing Officer, Silverstein Properties; Special Presentation by Larry Silverstein,

Silverstein Properties has developed, owned and managed more than 40 million square feet of office, residential, hotel, retail and mixed-use properties. Best known for the redevelopment of the World Trade Center, the firm focuses on large-scale, complex development projects that enhance neighborhoods. Your colleague, **Tino Korologos, CRE**, has created a unique tour of the development and history of the Trade Center.

Monday, 9/30, cont'd

**Mini Consulting Corps Project: Middle Collegiate Church** **2.5 hours**

Facilitator: **Karen Zinn, CRE**, Associate Vice President, Real Estate, The George Washington University

Discussion Leaders: **Rev. Jacqui Lewis, PhD**, Senior Minister for Public Theology and Transformation, Middle Collegiate Church and **Meghan Taylor-Steshyn**, Senior Program Officer, Mission Real Estate Development, Trinity Wall Street

Middle Collegiate Church has been worshipping in the lower Manhattan community for nearly 400 years. The church is about to begin construction to rehabilitate the 7th Street building (Phase 1 project). The Phase 2 project – for which Counselor assistance is requested – will address the Second Avenue parcel. They aim to advance their calling to “uproot injustice, eradicate poverty, care for the brokenhearted, nurture the planet, and build the reign of God on earth.”

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