



JEFFREY HUGH NEWMAN, CRX

Senior Member of the Firm

Co-Chair of the Real Estate Department

SPECIALTY: Real Estate; Real Estate Litigation

AREAS OF EMPHASIS

Retail, Office, Industrial Leasing
Purchase and Sale of Property
Real Estate Litigation and Strategy
Real Estate Finance
Shopping Center Development

EDUCATION

- LL.M. (Taxation), New York University, 1977
- J.D., New York University, 1969
- B.A., New York University, *Phi Beta Kappa*, 1966

JEFFREY HUGH NEWMAN is a partner, member of the Firm's Management and Executive Committees and Co-Chair of the Real Estate Department. Mr. Newman has been practicing in the area of real estate, real estate litigation, litigation strategy and positioning and real estate finance for over twenty five years bringing to his practice a background in corporate and business law, coupled with a Master's Degree in Taxation. Prior to practicing law, Mr. Newman worked as a financial analyst at E.F. Hutton & Co. He is both a trusted business advisor and legal counselor to clients nationally and internationally.

Mr. Newman's national and international reputation representing institutional clients has been developed through his work with numerous retailers, developers, landlords and lenders, as well as the result of numerous speaking engagements. In 2013, he earned the designation of Certified Real Estate Executive (CRX) from the International Council of Shopping Centers. In addition, Mr. Newman has published numerous articles in both the Real Estate Review and Commercial Leasing, Laws and Strategy.

In the area of International | U.S. Cross Border transactions, Mr. Newman serves as the ALFA International relationship partner, and is an active member of the ALFA international practice group. As a result, he manages the Firm's relationship with attorney members of this international legal network with contacts in over 50 countries. He oversees client matters in connection with cross border transactions, whether engaging foreign counsel to assist domestic clients in managing offshore assets, representing foreign clients in sales to U.S.-based acquirers, or representing foreign clients in any variety of their other U.S.-based activities, whether transactional, or litigation or administrative. As an active member, he is frequently a speaker at many ALFA programs which are held domestically and worldwide, and has chaired several Conferences for the organization.

He has been selected for inclusion in the 2004-2018 editions of *Chambers USA*®* under New Jersey Real Estate, the 2001-2019 editions of *The Best Lawyers in America*®* under Real Estate Law, the 2005-2018 editions of *New Jersey Super Lawyers*®* under Real Estate: Business, Business Litigation and Business/Corporate, and the 2006-2018 editions of *New York Metro Super Lawyers*®* under Real Estate. Mr. Newman was also awarded the “Trustees Distinguished Service Award” by the International Council of Shopping Centers and has earned the designation of Certified Retail Property Executive (CRX).

Mr. Newman has authored many publications, most recently, three books published by Walnut Road Press. These books are entitled *Listening!*, *Leading!*, and *Launching!* and are available on amazon.com.

*For ranking methodologies, please see www.sillscummis.com/award-methodology.aspx.

RELATED AFFILIATIONS

Founders Committee, ICSC New York National Deal Making Conference

ICSC Certified Retail Property Executive – CRX Designation

Director, International Council of Shopping Centers Foundation (2011-present)

Ambassador, ICSC Ambassador Program (2017-present)

Managing Editor, ICSC Editorial Board for *The Business of Shopping Center Law*

Chair, Emeritus Committee, Law Conference Committee, ICSC (2011-present)

Chair, ICSC RECon (The Global Retail Real Estate Convention) (2015)

Dean, ICSC University of Shopping Centers (2008)

Chair, ICSC New Jersey Alliance (2007-2008)

Chair, ICSC New York National Conference & Deal Making (2007)

Co-Chair, ICSC New York National Conference & Deal Making (2006)

Chair, ALFA Retail Practice Group (2006-present)

Chair, Retail Runway Committee – ICSC New York National Conference & Deal Making (2003-2005)

Chair, ICSC Eastern Division Governmental Relations (2002-2003)

Chair, New York, New Jersey ICSC – Governmental Relations (2000-2001)

Chair, U.S. Shopping Center Law Conference (2001)

Co-Chair, U.S. Shopping Center Law Conference (2000)

Member, Law Conference Committee, ICSC (1992-2011)

Member, New York Idea Exchange Committee – New York National Conference & Deal Making, ICSC (1994-present)

State Director, ICSC, New York and New Jersey (1998-2002)

Fellow, American College of Real Estate Lawyers

Member, Real Estate Section, American Bar Association

New Jersey State Chairperson, Governmental Relations, ICSC (1995-1997)

Founding Chairperson, ICSC Pittsburgh Tri-State Idea Exchange (1995-1996)

Member, New York Real Estate Finance Board

RELATED LECTURES/SEMINARS

- Speaker, ALFA International's Latin American Regional Meeting (Panama City, PA, 8/2-3/18)
- Moderator, 2018 ICSC RECon Convention (Las Vegas, NV, 5/20-23/18): *Retail Real Estate Through the Lens of Converging and Accelerating Technologies*
- Speaker, ICSC 2018 NEXUS Conference (Palm Beach, FL, 1/10-11/18): *Impact of Foreign Exchange Volatility on U.S. Cap Rates*
- Speaker, ICSC 2017 New York Deal Making Conference (New York, NY, 12/6-7/17)
- Speaker, 2017 ALFA International's Asia Regional Seminar (Bangkok, TH, 11/16-18/17)
- Speaker, ICSC 2017 U.S. Shopping Center Law Conference (San Antonio, TX, 10/25-28/17): *Honing Your Skills to Effectively Embrace Uncertainty and Grow Your Practice*
- Speaker, ALFA International's 2017 ALFA International Business Litigation Practice Group Seminar (Chicago, IL, 9/14-15/2017): *Strategic Decision Making: Using Lessons From Litigation As Part Of Your Risk/Reward Analysis*
- Speaker, International Council of Shopping Centers Europe's European Retail Property Academy (Barcelona, ESP, 7/3-5/17): *The State of Retail Real Estate in the USA*
- Moderator, 2017 ICSC RECon Convention (Las Vegas, NV, 5/21-24/17): *Lease Clauses: The Hidden Money Traps*

- Speaker, ICSC New York National Deal Making Conference (New York, NY, 12/5/16): *The ICSC Foundation*
- Speaker, ALFA International's 2016 European Regional Meeting (Paphos, Cyprus, 6/2-3/16): *Embrace Uncertainty*
- Speaker, 2016 ICSC RECon Convention (Las Vegas, NV, 5/22-25/16): *Wall Street on Main Street*
- Speaker, 2015 ICSC RECon Convention (Las Vegas, NV, 5/17/15)
- Speaker, ICSC New York National Deal Making Conference (New York, NY, 12/8/14): *The ICSC Foundation*
- Speaker, 2014 ICSC RECon Convention (Las Vegas, NV, 5/18-20/14): *The Intersection of Global Growth for Retailers: It's Here, There and Everywhere*
- Speaker, 2014 ICSC RECon Convention (Las Vegas, NV, 5/18-20/14): *The New Frontiers: a Look Back, a Look Forward*
- Speaker, ALFA International's International Law Practice Group Conference (New York, NY, 10/20/13): *Capital Markets: Where is the Money Flowing?*
- Speaker, ALFA International's Business Litigation Practice Group Seminar (Chicago, IL, 9/19/13): *Internal Investigations: A Cauldron for Inadvertent Error, Embarrassing Exposure and Early Termination*
- Speaker, ICSC Webinar and Executive Learning Series (7/24/13): *Marketing for Legal Professionals: Is There a Magic Wand?*
- Speaker, 2013 ICSC RECon Convention (Las Vegas, NV, 5/19-22/13): *Clash of the Titans*
- Speaker, 2013 ICSC RECon Convention (Las Vegas, NV, 5/19-22/13): *Capital Markets: Where is the Money Flowing?*
- Speaker, ALFA International's 2013 European Regional Seminar (Istanbul, Turkey, 4/25-27/13): *Law Practice Management and Marketing*
- Speaker, ALFA International's 2013 International Client Seminar, A Truly Global Economy: New Solutions to New Challenges (Palm Springs, CA, 3/9/13): *Interaction between In-house General Counsel and Outside Counsel*
- Speaker, ICSC University of Shopping Centers (Philadelphia, PA, 3/4/13): *Advanced Negotiation Techniques and Litigation Strategies for Transactional Lawyers*
- Speaker, New York State Bar Association (New York, NY, 1/23/13): *Mastering the Art and Skill of Listening: A Guide to Negotiation*
- Speaker, New Jersey Institute for Continuing Legal Education Seminar (New Brunswick, NJ, 12/17/12): *The Intersection of Leadership Principles & Negotiating Techniques*
- Speaker, ALFA International's International Law Practice Group, New Players, Latest Developments and Potential Challenges When Investing and Trading in LATAM Seminar (Santiago, Chile, 11/15-16/12): *Litigation Practice in New York Courts*

- Speaker, ICSC U.S. Shopping Center Law Conference (Orlando, FL, 10/24/12): *Lease “Remediology”*
- Speaker, ALFA International’s Business Litigation Practice Group, This Isn’t a Drill: Working Through Real-Life Legal and Business Challenges Seminar (Chicago, IL, 9/13/12): *Think Tank Crisis Management*
- Speaker, Association of Corporate Counsel – Greater New York Chapter / ALFA International CLE Seminar (New York, NY, 6/27/12): *Green Buildings: Practical Considerations for the In-House Attorney*
- Speaker, ALFA International’s Retail – Real Estate Practice Group, The New Transactional and Litigation Paradigm Seminar (Palm Beach, FL, 6/6-8/12): *Practice Group Leadership and Business Development Initiatives*
- Speaker, ICSC RECon Convention (Las Vegas, NV, 5/21/12): *Wall Street on Main Street*
- Speaker, ALFA International’s European Regional Conference (Amsterdam, Netherlands, 4/27/2012): *Mastering the Art and Skill of Listening*
- Speaker, Realogy (Century 21) Commercial Summit (Parsippany, NJ, 12/6/11): *The Art of Negotiation*
- Speaker, ICSC New York National Conference & Deal Making (New York, NY, 12/5/11): *An Introduction to the ICSC Foundation*
- Speaker, Practising Law Institute’s Commercial Real Estate Institute Conference (New York, NY, 11/29/2011): *Real Estate Litigation: A Toolkit for Transactional Lawyers*
- Speaker, Macy’s In-House Legal Department Annual Retreat (Cincinnati, OH, 9/1/11): *The Art of Negotiation*

RELATED PUBLICATIONS

- **Jeffrey H. Newman**, “The Beauty Pageant,” *The Metropolitan Corporate Counsel* (June 2013)
- **Jeffrey H. Newman**, *Mastering the Art and Skill of Negotiation: A Guide to Negotiation*, Aspen Publishers (September 2012)
- **Jeffrey H. Newman**, *The Leadership Matrix*, Aspen Publishers (September 2012)
- **Jeffrey H. Newman**, “How You Think is Everything,” *New Jersey Lawyer* (April 2012)
- **Jeffrey H. Newman**, “Q&A with Sills Cummis’ Jeff Newman,” *Law 360* (January 6, 2012)
- **Jeffrey H. Newman**, “Subordination Without Nondisturbance: A One-sided Marriage” Part II, *Law Journal Newsletters: Commercial Leasing Law & Strategy* (February 2011)

- **Jeffrey H. Newman**, “Common Area Maintenance Costs,” *New Jersey Law Journal* (January 2011)
- **Jeffrey H. Newman**, “Subordination Without Nondisturbance: A One-sided Marriage” Part I, *Law Journal Newsletters: Commercial Leasing Law & Strategy* (January 2011)
- **Jeffrey H. Newman**, “Leadership and the ‘Extra Mile’,” *The Metropolitan Corporate Counsel* (September 2010)
- **Jeffrey H. Newman**, “Negotiating Away the Fears,” *The Metropolitan Corporate Counsel* (May 2010)
- **Jeffrey H. Newman**, “Leadership for Lawyers (And Others, Too),” *The Metropolitan Corporate Counsel* (January 2010)
- **Jeffrey H. Newman**, “Class Certification Now an ‘Olympic High Hurdle Event’ in the Third Circuit,” *Law Journal Newsletters: Commercial Leasing Law & Strategy* (October 2009)
- **Jeffrey H. Newman**, “The Art of Litigation – Part II,” *The Metropolitan Corporate Counsel* (October 2009)
- **Jeffrey H. Newman**, “The Art of Litigation – Part I,” *The Metropolitan Corporate Counsel* (September 2009)
- **Jeffrey H. Newman**, “Best + Efforts = ?” *Commercial Leasing Law & Strategy Vol. 18 No. 10* (March 2006)
- **Jeffrey H. Newman and Andrew H. Sherman**, “Designation Rights: A New Twist on an Old Impairment of Landlord’s Rights in Bankruptcy Cases,” *Shopping Center Legal Update* (Winter 2001)

BAR ADMISSIONS

- New Jersey
- New York