

## From the Ground Up: The Development of a Commercial Real Estate Project

New Jersey Law Center, New Brunswick  
**November 10, 2016**

### Event Sponsor: New Jersey Institute for Continuing Legal Education

**Jack Fersko**, co-chair of the firm's Real Estate Department, is the co-planning chair for "From the Ground Up: The Development of a Commercial Real Estate Project," which will be presented by the New Jersey Institute for Continuing Legal Education at the New Jersey Law Center in New Brunswick on Thursday, November 10 from 9:00am – 4:00pm.

Mr. Fersko and co-planning chair David S. Gordon (Wilentz Goldman & Spitzer, PA) will both moderate and lecture at the full-day presentation, which will bring together a panel of real estate industry experts including developers, attorneys, bankers, regulatory agency representatives and consultants. **Matthew J. Schiller**, a partner in Greenbaum's Real Estate and Redevelopment & Land Use Departments, is among the faculty members.

Mr. Fersko and Mr. Gordon have planned and presented annual commercial real estate seminars for NJICLE since the 1990s. This year's program will start at the very beginning of a real estate project, working through the issues critical to an attorney representing a client in the acquisition and development of commercial real estate. The panelists will provide insight into issues including land acquisition, the assessment and distribution of environmental risk and responsibility, joint venture agreements, governmental incentives, leasing concerns and project financing.

A special highlight of the program will be a luncheon presentation by developers Josh Avidan (The Avidan Group LLC) and David Gibbons (Elberon Development Group and NAIOP President-Elect). Mr. Avidan and Mr. Gibbons, who joined forces to acquire and develop a site in Elizabeth, NJ that won the 2016 NAIOP Industrial Deal of the Year Award, will talk about the ups and downs of their actual joint venture project and the issues they encountered in that deal.

### Attorneys

Jack Fersko

## Seminars & Events (Cont.)

Mr. Fersko's practice reflects his extensive experience as a commercial real estate and general business lawyer. His legal services emphasize industrial and commercial real estate activities, with a particular focus on industrial leasing, project financing, sustainable development and alternative energy initiatives, urban redevelopment, and the impact of environmental laws on commercial real estate transactions, including the acquisition and redevelopment of environmentally contaminated sites. His participation in high-value real estate transactions in New Jersey includes his leading a team of lawyers as real estate, land use and public finance counsel to a major private equity firm, his involvement in one of the largest portfolio sales of industrial real estate to be completed in New Jersey in recent years, and his key role throughout the planning, financing and construction phases of one of the country's largest roof-mounted solar energy installations.

Mr. Schiller concentrates his practice in commercial real estate law. His work encompasses a wide range of commercial real estate transactional and litigation matters throughout New Jersey, New York and Connecticut. He represents special servicers in connection with loan workouts and modifications, foreclosures, REO sales and loan sales. In addition, his practice includes seeking municipal and state land use approvals for commercial and residential developments, as well as the representation of lenders, developers and property owners in connection with foreclosure actions, landlord-tenant disputes, prerogative writ actions, and breach of contract matters.

Additional information and registration details at: <http://bit.ly/2d1Abgd>