

NAIOP Surfing Waves of Change: The CEO Perspective

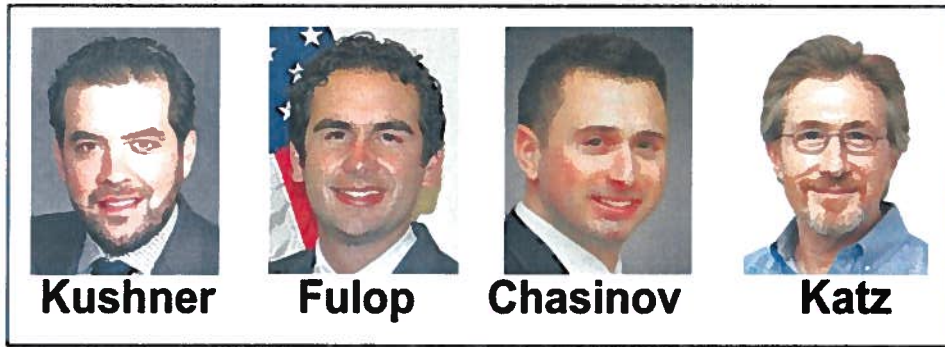
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
NEW JERSEY CHAPTER



September 30, 2013 • Sheraton Meadowlands
5:30 PM Networking & Cocktails/6:30 PM Buffet Dinner & Program



Special Briefing:
The NJ Supreme Court Decision on COAH's Growth Share Rules
Kevin Moore, Sills Cummis & Gross PC



Kushner

Fulop

Chasinov

Katz

Surfing Waves of Change

Jonathan Kushner, President, The KRE Group (Discussion leader)
Hon. Steven Fulop, Mayor of Jersey City
Nick Chasinov, CEO, Teknicks
Don Katz, CEO, Audible

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[Upcoming Events](http://www.naiopnj.org) Details and secure online registration at www.naiopnj.org

- **October 18: Seminar 50 Shades of Green: Lower Expenses & Increase Your Bottom Line** 7:45 AM, Eisenhower Corp. Campus
- **October 23: Wine Tasting to Benefit DPAC** 4:00 – 6:00 PM, I Gemelli Ristorante, S. Hackensack
- **November 4: President's Awards & Hall of Fame Dinner**, 4:30 PM, Short Hills Hilton
- **December 5: Seminar Transportation & Logistics Update**, 7:45 AM, NYSA Training Center, port Elizabeth.

NAIOP NJ, the commercial real estate development association, is a not-for-profit trade association. Every dollar you invest with NAIOP NJ supports the promotion and protection of the commercial real estate industry in New Jersey.

About our Speakers

Kevin J. Moore is a Member of the Sills Cummis & Gross Real Estate Department and focuses on land use, redevelopment and related litigation, financial incentives and solar energy law (including site and equipment leases, power purchase and EPC agreements and related financing, land use approvals and incentives). He represents clients before both appellate and trial courts, state agencies, county planning boards and municipal governing bodies, and local planning and zoning boards. Mr. Moore negotiates and prepares redevelopment agreements and financial agreements for long term tax exemptions and incentives. He also has expertise in the structuring of commercial condominiums and related documents. Kevin is a long-time member of NAIOP's Legislative Committee, and has represented the association before NJ courts on COAH matters.

Jonathan Kushner has more than 10 years of real estate investment and management experience and is President of KRE Group, where he has primary executive responsibility for the asset management, property management and leasing of over 3,400 rental apartment units and 3.4 million square feet of office and industrial properties. He also oversees the company's strategy for new acquisitions and development, and has been responsible for the acquisition and development of over \$400 million in multifamily high-rise properties by KRE Group. Notably, Jonathan led the company's acquisition, design, and development of Grove Pointe, a 525-unit residential high-rise tower in Jersey City, New Jersey completed in 2007; and the additional development of 845 apartment units currently under construction in three projects. Mr. Kushner previously served as KRE Group's Director of Commercial Leasing, and in this role, he was personally responsible for the sourcing, negotiation, and closing of more than 2.5 million square feet of office and industrial leases for the company's portfolio.

Today, the KRE portfolio consists of prime locations throughout the Northeast; office space, retail space and residential properties that are backed with the experience and continued success of the KRE development strategy. KRE properties are meticulously planned, constructed, maintained and updated to accommodate the ever changing demands and expectations of tenants.

Steven Fulop assumed the office of Mayor of Jersey City in July of 2013. He is the youngest Mayor in the country of a city with a population larger than 250,000. The son of immigrants, he grew up in Edison, NJ. Like many kids of small business owners, he worked alongside his father at the family's Newark delicatessen. His mother – the daughter of Holocaust survivors – worked at an immigration services office, helping others gain a piece of the American Dream. He attended Binghamton University, spent time studying at Oxford University in England, and graduated in 1999. After starting a career at Goldman Sachs in Chicago, he transferred back to New Jersey and bought a home in Jersey City.

When he witnessed the devastating attacks of September 11, 2001, he made the life-altering decision to leave his job at Goldman Sachs and enlist in the United States Marine Corps. As a member of the 6th Engineer Support Battalion, he was deployed to Iraq. Steven and his unit were awarded the Overseas Service Ribbon, Meritorious Masts, and the Presidential Unit Citation.

Steven came home a profoundly changed person to a profoundly changed nation, but his need to serve remained. He focused it on his own community, where he became president of both the Historic Paulus Hook Association and the Downtown Coalition of Neighborhood Associations.

In 2004, Steven came to the attention of then-Mayor Glenn D. Cunningham, who persuaded and supported him in a primary run against Democratic Senator

Robert Menendez. Although that campaign was unsuccessful, Steven's enthusiasm for the political process led to a run for City Council in 2005. His upset victory over the incumbent Ward E councilman made Steven the youngest (28) elected official on the Jersey City council and the third youngest in the history of Jersey City.

For the first two years on the City Council, Steven donated his council salary to the York Street Project, a non-profit that helps women and children break the cycle of poverty. During that first term, he also earned both his master's in Business Administration from New York University's Stern School of Business and his master's in Public Administration from Columbia University's School of International and Public Affairs

In 2006, he combined his passions for long distance running and civic involvement by racing in the New York City Marathon, raising \$16,000 for the Hudson County Child Abuse Prevention Center. In 2012, he competed in the Ironman U.S. Championship, a 140-mile triathlon that combined swimming, biking, and running. This time, he raised more than \$17,000 for Reserve Aid, which benefits the families of deployed soldiers.

Nick Chaalnov is CEO of Teknicks, a leading Interactive Enhancement Agency providing world class digital marketing solutions and proprietary technologies that drive actionable insights to some of the most well-known brands. Teknicks is ranked #163 in Inc. Magazine's 500 fastest growing companies in America, voted as one of the top 10 best places to work, and was awarded New Jersey's "Top Emerging Business of the Year" in 2010.

Nick started his first business at age 17, creating and selling websites. 15 years later at the age of 32, Nick has built an impressive portfolio of companies, technologies, and clients. Nick is currently the CEO and Founder of Teknicks, a digital marketing agency providing world class marketing solutions and proprietary technologies that drive actionable insights to some of the most well-known brands. Teknicks was ranked #163 in Inc. Magazine's 500 fastest growing companies in America, voted as one of the top 5 best places to work, and was awarded New Jersey's "Top Emerging Business of the Year" in 2010 by NJBIZ.

In addition to Teknicks, Nick is also the Founder of several other businesses most recently LookTracker, which is a technology that tracks eye movement and provides insight into where people gaze, fixate and look within digital media.

Don Katz is essentially the "inventor" of the downloadable audiobook, and Audible has the U.S. patents to prove it. Enlisting venture-capital support in 1995 from tech giants Microsoft, AT&T and Sony, Katz founded Audible on the idea of delivering customers audio information they would select-audiobooks, newspapers, business information digests, or original programming like Robin Williams's biweekly Internet talk show, a current exclusive from Audible.com. "It was taking the convenience and choice paradigm of cable TV," says Katz.

Katz has an impressive background as a nonfiction writer and is the author of four books including THE BIG STORE: INSIDE THE CRISIS AND REVOLUTION AT SEARS, and JUST DO IT: THE NIKE SPIRIT IN THE CORPORATE WORLD. In 1992 he was working on a book about digital media when several key concepts that led to the founding of Audible came together. First, he experienced the piracy of one of his articles, "The King of the Ferret Leggers," which, passed around electronically, became an early Internet cult item.



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