



# The Metro New Jersey Chapter of the Appraisal Institute

Founded 1932

*Proudly Announces*

**The 15<sup>th</sup> Annual Fall Conference**  
**October 20, 2017**

*A Compendium of Current Topics  
for the Real Estate Professional  
Holiday Inn Clark, 36 Valley Rd, Clark, NJ*

*Continuing Education Credit*

Program **approved** for 7 CE hours by the Appraisal Institute, the New Jersey State Board of Real Estate Appraisers, the New York State Board of Real Estate Appraisers, and the Insurance & Banking Commission for NJ Real Estate Continuing Education. The program has been approved by the State of New Jersey Assessor Continuing Education Board for 7 appraisal hours.

The Pennsylvania Board of Real Estate Appraisers accepts programs approved in New Jersey.

***15<sup>th</sup> Annual Fall Conference – October 20, 2017***  
***Holiday Inn Clark, 36 Valley Rd., Clark, NJ***  
**Register on-line at [www.ai-newjersey.org](http://www.ai-newjersey.org)**

**8:00 am Continental Breakfast**

**8:15 am Orientation and Greeting**

Joseph C. Baldoni, MAI  
*President of the Metro New Jersey Chapter*

**Introduced by** Joseph A. Murray, Jr. SRA, Conference Committee Co-Chair

**Session I ~ A Deeper Dive into Tri-State Economic Development Programs:**

This session will focus on property tax offsets and economic development policy and incentives including the Grow NJ Assistance Program, tristate initiatives, transferability of tax credits and potential effect on urban real estate values.

**8:30 am Featuring:** Charles L. Ruby, Managing Director  
*Deloitte*

Gina Giordano, J.D., Manager  
*Deloitte*

Jackie Hakimian, J.D., Senior Manager  
*Deloitte*

**Introduced by** Joseph H. Cimiluca, MAI

**Session II ~ The Post Suburban Economy & Its Impact on the Office Market**

The 1980's witnessed an unprecedented suburban office building boom throughout the tristate region. In more recent years the workforce has changed significantly - and continues to change. The echo boom generation (born 1977 - 1995) and its now dominant and ascending workforce favors a "new urbanist" live-work-play philosophy. Profound advances in information technology, an aging suburban office product, and an urban living revival have had a dramatic impact on the suburban office market. This session will focus on these issues and offer suggestions on how the suburban office market may adapt and reinvent itself yet again – this time to a post suburban digital economy.

**10:00 am Featuring:** Dr. James W. Hughes, Professor  
*Edward Bloustein School of Planning and Public Safety at Rutgers University*

**Introduced by** Bruce E. Jones, MAI

**Session III ~ Economy Snapshot**

This session will focus on the overall state of the US economy with specific information about the tristate economic conditions.

**11:00 am Featuring:** Ryan Severino, Chief Economist  
*JLL*

**Introduced by** Daniel C. Webb, MAI

**12:30 pm Lunch – Remarks from Joseph C. Baldoni, MAI, Metro New Jersey Chapter President**

**Session IV ~ Infrastructure, Ports and Logistics**

This session will focus on timely local and regional issues including the ongoing Bayonne Bridge project, "mega-container ship" impacts and considerations, the new "last mile" of retail and implications for freight and planners, and emerging technologies (including semi- and fully-autonomous trucks, drones, 3D printing) and its impact on freight and logistics.

**1:30 pm**      **Featuring:**      Anne Strauss-Wieder, Director Freight Planning  
New Jersey Transportation Planning Authority

**Introduced by**    Joseph H. Cimiluca, MAI

**Session V ~      Lake Association vs. The People: The Intersection of Law, Policy & Property Rights**

Common-interest communities are defined by a recorded declaration in title which binds individual lots to servitude or an obligation. However, in recent years, many lake associations have attempted to expand the definition of what constitutes a common-interest community by imposing assessments and other charges against individuals who reside in proximity to the lake, absent any recorded declaration. The lake associations rely on the lot's proximity to the lake, or the existence of an easement in title which permits lot owners to use the lake. This lecture will discuss the cross-section between common-interest communities, easements and how the efforts of these lake associations may impact property valuation.

**3:00 pm**      **Featuring:**      Brian M. Rader, Esq, Partner  
Jardim, Meisner & Susser, P.C.

**Introduced by**    Joseph A. Murray, Jr., SRA

**4:30 pm**      **Conclusion of Conference**

*You can Register on-line at [www.ai-newjersey.org](http://www.ai-newjersey.org)  
Confirmations and Directions will be e-mailed.*

**REGISTRATION FORM for the 15<sup>th</sup> Annual Fall Conference** (Please Print)

Return to:                    Metro New Jersey Chapter of the Appraisal Institute  
P.O. Box 6045  
Bridgewater, NJ 08807

Registration Fee:         \$175 Appraisal Institute Members; \$190 all others  
(If payment is made by check, please make check payable to Appraisal Institute)

Name \_\_\_\_\_ Designation \_\_\_\_\_

Appraisal Institute Member?     Yes     No    Chapter \_\_\_\_\_

Send Confirmation to: \_\_\_\_\_  
(E-Mail Address)

Address \_\_\_\_\_

Phone Number with Area Code \_\_\_\_\_

**Sorry – No refunds after October 14<sup>th</sup> ~ Business attire required**

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The Appraisal Institute is a global membership association of professional real estate appraisers, with almost 22,000 professionals in nearly 60 countries throughout the world. Its mission is to advance professionalism and ethics, global standards, methodologies, and practices through the professional development of property economics worldwide. Organized in 1932, the Appraisal Institute advocates equal opportunity and nondiscrimination in the appraisal profession and conducts its activities in accordance with applicable federal, state and local laws. Members of the Appraisal Institute benefit from an array of professional education and advocacy programs, and may hold the prestigious MAI, SRPA, SRA, AI-GRS and AI-RRS designations.

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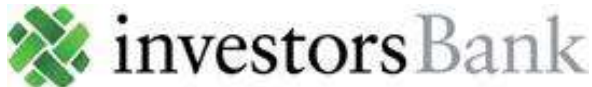
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