

# The Metro New Jersey Chapter of the Appraisal Institute

Founded 1932  
*Proudly Announces*

**The 19<sup>th</sup> Annual Fall Conference**  
**October 27, 2023**

*A Compendium of Current Topics  
for the Real Estate Professional*  
*Somerset Hills Hotel, 200 Liberty Corner Rd.,  
Warren, NJ*

*Continuing Education Credit*

Program **approved** by the Appraisal Institute for 35 points.  
Program **approved** for 7 CE hours by the New Jersey State Board of  
Real Estate Appraisers and the New York State Board of Real Estate  
Appraisers. **Approved** by the NJ Insurance & Banking Commission for  
NJ Real Estate 7 elective CE hours. **Submitted** to the State of New  
Jersey Tax Assessor Continuing Education Board for 4 appraisal hours  
& 3 administrative hours.

**Approved** by the NJ Legal Board for 8.4 credits.

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

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**19<sup>th</sup> Annual Fall Conference – October 27, 2023**  
**Somerset Hills Hotel, 200 Liberty Corner Rd. Warren, NJ**  
**Register on-line at [www.ai-newjersey.org](http://www.ai-newjersey.org)**

**8:00 am           Registration and Continental Breakfast**

**8:30 am           Orientation and Greeting**

Jennifer Barany, MAI, SRA  
*President of the Metro New Jersey Chapter*

**Session I ~     Pilot Programs: Pros and Cons**

This session will focus on PILOT (Payment in lieu of Taxes) Programs. The discussion will look at the Pros and Cons of these types of programs – from both the developer side as well as side of the municipality. The speakers, Anthony DellaPelle, Esq., who has prepared these types of agreements for developers and John Lloyd, Esq. who will be able to handle the discussion from the municipality side.

**8:45 am           Featuring:**     Anthony DellaPelle, Esq., Partner, *McKirdy Riskin Olson DellaPelle*  
                                  John Lloyd, Esq., Practice Group Leader, *Chiesa, Shahinian & Giantomasi*

**Introduced by** Paul Colella

**Session II ~    Top 10 Issues Affecting Real Estate**

The Counselors of Real Estate has identified the current and emerging issues expected to have the most significant impact on all sectors of real estate, each determined through polling, discussion, and debate among the broad Counselors' membership. This signature thought leadership initiative is future tense, novel, and provocative.

**10:00 am        Featuring:**     Tim Savage, PhD, CRE, Clinical Assistant Professor, *NYU*  
                                  Michael P. Hedden, MAI, CRE, FRICS, Managing Director, *Integra Realty Resources*

**Introduced by** Stephen Puccio

**Session III ~   Supreme Court cases that impact the Real Estate Industry**

This session will focus on Supreme Court decisions that have impacted the Real Estate Industry. These cases are summarized in the Appraisal Journal by the speaker Benjamin Blair. These cases address key issues affecting real estate today, including eminent domain, taxation, property rights, and other issues relevant to residential and commercial appraisal practice.

**11:00 am        Featuring:**     Benjamin A. Blair, Esq., Partner, *Faegre Drinker Biddle & Reath LLP*

**Introduced by** Joseph Palumbo, SRA

**12:30 pm    Lunch – Remarks from Jennifer Barany, MAI, SRA Metro NJ Chapter President**

**Session IV ~    Residential Market**

This session will focus on factors impacting residential markets on a national & regional level. The speakers will discuss macroeconomic factors such as economic concerns, interest rates, construction costs, and general housing trends.

**1:30 pm        Featuring:**     Jonathan Fisher, SVP of Land, *K Hovnanian Homebuilding Operations*  
                                  Charles Steindel, PhD, Former Chief Economist, *NJ Dept of Treasury*  
                                  Scott Cummings, Mortgage Banker, *AnnieMac Home Mortgage*

**Introduced by** Matthew Englehardt

## Session V ~ Warehouse Development

A presentation and discussion regarding the current landscape of industrial warehouse development and its position in the region. The broader theme will explore the recent reexamination by municipalities and counties of land use and planning, and the subsequent impacts of such development in their communities.

**3:00 pm      Featuring:** Benjamin L. Spinelli, Executive Director, *NJ Highlands Water Protection & Planning*  
Colleen McGurk, AICP, Senior Planner, *Office of Planning Advocacy*  
Anne Strauss-Wieder, Director of Freight Planning, *NJTPA*

**Introduced by** Andrew Beltran

**4:30 pm      Conclusion of Conference**

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**Register on our website at [www.ai-newjersey.org](http://www.ai-newjersey.org) and click tickets. Purchase Orders cannot be accepted at the conference and must be submitted two weeks before the conference.**

Registration Fee: \$225 Appraisal Institute Members; \$240 all others  
Registration deadline is October 23<sup>rd</sup>.  
Cancellation Fee is \$12 after registration through October 20<sup>th</sup>, \$50 cancellation fee from October 21- 23<sup>rd</sup>, and **no refund after October 23<sup>rd</sup>**.

*Business attire required. ~ Please refrain from laptops in the conference room.*

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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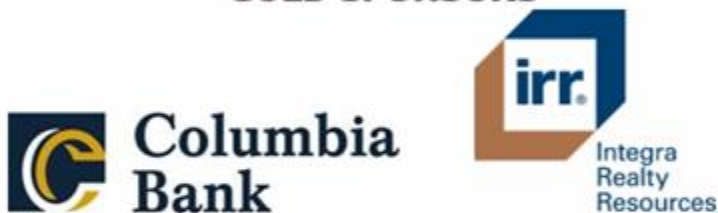


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