



BUSINESS MANIFESTORS

REAL ESTATE PRINCIPALS DINNER

INSIDE PARK
September 19, 2016

FEATURED SPEAKERS

Robert Knakal
Chairman, New York Investment Sales, Cushman & Wakefield

Former Governor David A. Paterson
Director/Investments, Stifel, Nicolaus & Company

Patrick J. Foye
Executive Director, Port Authority of New York and New Jersey

Steve Witkoff
Chairman & Chief Executive Officer, Witkoff

Ziel Feldman
Chairman and Founder, HFZ Capital Group

Kenneth Weissenberg
Partner-in-Charge, Real Estate Services Group, EisnerAmper LLP

Entertainment provided by Corin Stigall's Jazz Trio

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AGENDA

6:00 PM – 7:00 PM REGISTRATION & COCKTAIL RECEPTION

7:00 PM - 9:00 PM DINNER RECEPTION

7:15 PM GREETINGS - Platinum Sponsors

Jay Weinstein

Managing Partner of Markets and Segments, EisnerAmper LLP

Jack Kopnisky

President & Chief Executive Officer, Sterling National Bank

****Roll Call of Dinner Sponsors - Harry Dublinsky - Event Chairman***

KEYNOTE ADDRESS

Robert Knakal

Chairman, New York Investment Sales, Cushman & Wakefield

PANEL DISCUSSION FEATURING:

Patrick J. Foye

Executive Director, Port Authority of New York and New Jersey

Steve Witkoff

Chairman & Chief Executive Officer, Witkoff

Ziel Feldman

Chairman and Founder, HFZ Capital Group

MODERATORS:

Former Governor David A. Paterson

Director/Investments, Stifel, Nicolaus & Company

Kenneth Weissenberg

Partner-in-Charge, Real Estate Services Group, EisnerAmper LLP

9:00 PM DINNER CONCLUDES

SPEAKER PROFILES



Jay Weinstein

**Managing Partner of Markets and Segments
EisnerAmper LLP**

Jay Weinstein is the Managing Partner of Markets and Segments with responsibility for executing business strategies for existing markets and segments, and identifying emerging opportunities. He is also Partner-in-Charge of the firm's New Jersey office. With over 25 years of experience, Jay possesses significant expertise in the real estate and technology sectors, and in serving closely held businesses.

Previously, Jay was the Partner-in-Charge of the firm's Philadelphia office. He maintains ties to the Philadelphia area, serving his long-time client base and staying involved in local organizations.

Jay is a member of the American Institute of Certified Public Accountants and Pennsylvania Institute of Certified Public Accountants. He serves on the Board of Directors of the Newark Art Museum and the Free Library of Philadelphia Foundation. In addition, he is a member of the Board of Trustees of Albert Einstein Healthcare Network and is the Treasurer of Federation Housing, Inc. Jay serves on the Executive Committee of the Temple University Accounting Circle. He is a former Chairperson of the March for Babies for the Middlesex County, NJ chapter of the March of Dimes.



Jack Kopnisky

**President and Chief Executive Officer
Sterling Bancorp**

Jack Kopnisky currently serves as President and CEO of Sterling National Bank and Sterling Bancorp. Mr. Kopnisky brings to the Bank over three decades of experience in the banking and financial services industries. Mr. Kopnisky has a successful history of growing organizations and achieving results. His vision of growing Sterling Bancorp into a regional bank by becoming a leader in delivering superior service to owner-led businesses and families has yielded strong operating results. The company has grown from \$3.2 billion in assets in 2011 to \$13 billion in assets upon the merger with Hudson Valley Bank.

Prior to his appointment, Mr. Kopnisky served as Chief Executive Officer of SJB Escrow Corporation, a \$1.1 billion investment pool since 2009, and as a partner in Mercatus LLC, a national financial services consulting and investing firm, since 2008. From 2005 until 2008, he was President and Chief Executive Officer of First Marblehead Corporation, a provider of outsourcing services for private education lending. As CEO of First Marblehead, Mr. Kopnisky significantly restructured and repositioned the company, doubling revenues and earnings from 2005 to 2007.

Mr. Kopnisky serves on the Board of Trustees of Grove City College, St. Thomas Aquinas College, Summer Search of NYC and the Westchester County Association. He has chaired and served on many non-profit boards throughout his career focused on inner-city development and youth services.



Robert Knakal

**Chairman, New York Investment Sales
Cushman & Wakefield**

Mr. Knakal is Chairman, New York Investment Sales of Cushman & Wakefield. Previously, he was Chairman and Founding Partner of Massey Knakal Realty Services, New York's #1 building sales firm. He started his real estate career at CB Richard Ellis where he met Paul Massey. They both left CB in 1988 to form Massey Knakal.

From 1988 through 2014, Massey Knakal closed over 6,000 transactions with an aggregate value in excess of \$23 billion. To date, Mr. Knakal has been personally responsible for the sale of more than 1,700 buildings (generally considered to be the highest total ever for a single broker in New York) and over \$14.5 billion in sales. On December 31, 2014, Cushman & Wakefield acquired Massey Knakal.

Most recently, Mr. Knakal was ranked the number 1 investment sales broker at Cushman & Wakefield. He is a two time winner of the Real Estate Board of New York's Robert T. Lawrence Award in the Most Ingenious Deal of the Year Contest.



Patrick J. Foye

**Executive Director
Port Authority of New York and New Jersey**

Patrick J. Foye became Executive Director of the Port Authority of New York and New Jersey in November 2011. He manages day to day operations at the agency, whose mission is to provide critical transportation infrastructure and drive economic growth in the region. At the Port Authority, he has overseen the nation's largest public private partnership for Terminal B at LaGuardia Airport and a PPP transaction to build a new Goethals Bridge linking New Jersey and Staten Island.

Prior to joining the Port Authority, Mr. Foye served as Deputy Secretary for Economic Development for Governor Andrew M. Cuomo from February 2011 to November 2011, managing initiatives for economic recovery, investment and job creation, and overseeing the Empire State Development Corporation. He also served as the downstate Chairman of the Empire State Development Corporation from January 2007 to April 2008, as well as the Vice Chair and a board member of the Long Island Power Authority for several years. He has also served as a board member of the Metropolitan Transportation Authority.



Steve Witkoff

**Chairman & Chief Executive Officer
Witkoff**

Steven Witkoff is Chairman & Chief Executive Officer of Witkoff, which he founded in 1997. With his extensive experience in all aspects of the development process, from financing and acquisitions through construction, he has successfully led the repositioning of over 70 properties comprising some 18 million square feet in major central business districts in the U.S. and abroad.

Prior to founding Witkoff, Mr. Witkoff co-founded Steller Management Company, where he acquired and repositioned a portfolio of residential buildings in New York City. Prior to Steller Management Company, Mr. Witkoff practiced as an attorney in real estate law at Dreyer & Traub and Rosenman & Colin, where he represented a number of large developers and investors.



Ziel Feldman

**Chairman and Founder
HFZ Capital Group**

Ziel Feldman is the Chairman and Founder of HFZ Capital Group, a Manhattan-based real estate investment and development company formed in 2005. With an expertise in a broad range of real estate disciplines, including underwriting, analytics, structured finance, investment, development, construction and asset management, HFZ capitalizes on development and investment opportunities both in the U.S. and abroad and has acquired, owned, developed and operated properties across many asset classes, including residential, hotel, retail, sports and entertainment.

Under Mr. Feldman's leadership, HFZ has become one of New York City's most active and successful real estate development companies, with more than 5 million square feet of residential assets under development and management. Over his more than 25 years of experience in the real estate industry, Mr. Feldman has championed the development of mixed-use properties across a broad range of Manhattan neighborhoods with over 12,000 residential units bought, sold and developed, with an aggregate value in excess of \$7.5 billion.



Honorable David A. Paterson

**Director/Investments
Stifel, Nicolaus & Company**

David Alexander Paterson became the 55th Governor of The State of New York on March 17, 2008. Governor Paterson recently joined Stifel, Nicolaus & Company, Incorporated as a Director/Investments with the Moldaver, Paterson, Lee and Chrebet Group- one of the firm's top teams- based in New York City.

As Governor, during his 2008 inaugural address, Governor Paterson foretold of an impending national fiscal crisis and collapse, displaying prescience as the first American public official at any level to issue such an alarm. The Governor's decision to address the country's economic woes originated with his public statements regarding a potential deflationary spiral and misuse of credit default swaps and reckless home mortgage policies. Ironically, this forecast compelled New York's Legislature to specially convene in August 2008. This session resulted in reducing the state's deficit by \$2 billion, as well as diminishing further devastating financial upheaval, and thereby ensured that New York State's credit rating was never downgraded during his term.

Since leaving office, Governor Paterson has served as Chairman of the New York State Democratic Party and on the Board of the Metropolitan Transportation Authority. Governor Paterson was an adjunct professor at New York University and later joined the faculty at Touro College.



Kenneth Weissenberg

**Partner-in-Charge, Real Estate Services Group
EisnerAmper LLP**

Kenneth Weissenberg is a Tax Partner and Partner-in-Charge of the Real Estate Services Group. His extensive experience encompasses all aspects of the real estate industry, ranging from developing tax saving strategies for owning and operating property to structuring and negotiating complex sales, acquisitions, and financing transactions. Ken has been involved in over \$50 billion of real estate transactions over the last 30 years.

Providing expert insight from both the legal and business perspectives, Ken consults with a variety of public and private REITs on tax planning and compliance issues, including REIT formations, property contributions, and mergers and acquisitions. He serves a diverse client base that includes privately held and publicly traded real estate companies as well as prominent hotel and hospitality entities and world-renowned restaurants. Ken has also served as an expert witness and arbitrator in a number of complex litigations involving real estate issues. He represents the owners of some of the most well-known properties in New York City.

SPONSOR DINNER COMMITTEE



Harry Dublinsky, CPA, CRE, Event Chairman

Managing Director
EisnerAmper LLP

With over two decades in business advisory and accounting, Harry Dublinsky, a managing director at EisnerAmper LLP, has been extensively involved in many high-profile and complex transactions, advising clients, providing due diligence, and crafting creative solutions for transactions ranging from the launch of start-up companies to a \$6 billion REIT transaction.

An avid networker. Harry routinely gathers the brightest business minds to participate in over 40 business events he's produced throughout the past six years, ranging from intimate roundtables to co-founding the marquee EisnerAmper Real Estate Private Equity Summit (600+ attendees). Such events are often referenced in major media outlets.

In recognition of his achievements, Harry was recently elected to The Counselors of Real Estate (CRE), an exclusive nationwide organization of real estate advisors. He is also a past chairman of the Real Estate Committee of The New York State Society of CPAs.



Todd J. Shaw

First V.P. – Portfolio Manager
Morgan Stanley – The Shaw Group

Mr. Shaw is a First Vice President of Investments at Morgan Stanley. He started his career with the firm over 25 years ago and has 28 years of experience in the area of finance and financial services. He is a senior partner in The Shaw Group, a wealth management team. Todd is responsible for managing the team's discretionary equity portfolios, client communication and the active/passive rebalancing of accounts. In recognition of superior client service and excellence in investment planning Mr. Shaw was inducted into the firm's President's Club. He has also introduced and assisted in corporate finance transactions through Smith Barney and provides strategic planning to small/middle market companies and charitable organizations.

Mr. Shaw is a board member of the Cancer Research & Treatment Fund at NY Presbyterian Hospital-Weill Cornell Medical Center and Save the Great South Bay. He is a former member of the Founder's Committee of the Intrepid Air, Sea & Space Museum and former advisor to the Young Entrepreneurs Organization (YEO).



Michael F. D'Onofrio

**Managing Director
Engineered Tax Services**

Michael has a strong background in the energy industry. Prior to joining Engineered Tax Services as a Director focused on Green Energy Tax Benefits for clients, Michael was a Partner at Treasure Coast Capital Partners, specializing in renewable energy and real estate development and was also the founder & COO at NewGen Technologies and ReFuel America.

Michael is committed to educating the accounting, financial advisor, building designer and real estate investor communities on engineered accounting services and the related tax benefits of these services. He is a regular public speaker on a national level regarding cost segregation studies, green construction, and the emerging energy tax programs.

Michael is well acquainted with international business and with dealing with cultural diversity as well as working with government agencies. Michael's leadership in business, in the finance and energy fields, allows him to easily understand and work with CPAs and Designers to meet their clients professional service requirements, for the purpose of business development, client results, and build client loyalty.



Michael F. Rosenblatt

**President
The Quest Organization**

Michael F. Rosenblatt, CPA, has over twenty-five years of experience in executive search, identifying, structuring, and consummating mergers and acquisitions of middle market companies, and assisting with raising capital and identifying real estate acquisitions and dispositions. As Founder and President of The Quest Organization, and Managing Director of Quest Transitions and Quest Forums, LLC, he has managed a wide variety of assignments in Real Estate including: Family Offices, Private Equity Funds and Real Estate companies.

Michael's experience encompasses all classes of Real Estate including: commercial, residential, retail, shopping centers, industrial and hospitality.

Previously, he spent over seven years as a CPA with Deloitte LLP in public accounting and as a Senior Financial Executive of a publicly held service company. Quest, which has completed its 30th year of successful operation, is involved in: executive search, identifying truly "off market" real estate acquisition opportunities, mergers and acquisitions, structuring of deals, assisting with raising capital, business and human capital consulting, and contract assignments for Real Estate companies, Family Offices and Private Equity Funds.

Michael is currently a member of The New York State Society of CPAs, he was a member of the Board of Directors of the NYSSCPA and Chairman of the Chief Financial Officers Committee and Industry Oversight Committee. He has also been the featured speaker on Inc. Magazine, The Internal Auditors Association, FENG, The Deal, the NYSSCPA's annual CFO Conference and talk show radio station 770AM.



Conlyn Chan, Esq.

Vice President, Commercial Division
TEN-X

Conlyn Chan is VP of Commercial Division at Ten-X.com—the world’s largest online platform for sellers, brokers, and buyers to connect and transact real estate deals. Ten-X has transacted nearly \$15 billion in commercial deals since inception.

Conlyn started her career as a New York lawyer with a focus on litigation and negotiation for Fortune 500 clients. While working for international law firm Hogan Lovells in Shanghai and as a trusted advisor to startups, she came to know some of the most prominent business leaders and real estate developers. She correctly predicted the start of an increasing demand from Chinese investors for US real estate and positioned herself as a bridge connecting the two markets. Prior to joining Ten-X, Conlyn was appointed to hold key positions with two boutique investment sales brokerage firms to grow their investment sales practice and to build their international strategic partnerships. Her clients included institutions, private equity funds, REITs, and real estate developers.

Conlyn is a recognized leader in the Asian community being frequently invited as a speaker, author, honoree, and organizer. She has spoken at the Asian American Bar Fall Conference (New York), Asian Women in Business Association (New York), and The Burgundy School of Business (France). She has been interviewed by CNN, Sinovision TV, Hunan TV, and Tatler. She is a contributing writer to Mandarin Property Magazine (USA). She is currently the Legal Chair and Board Member of Association of Asian Alternative Investment Professionals (New York). As a result of her leadership, she has received the honors of “Top 100 Most Influential Women of China” (Insider Magazine, China) and “Top Asian American Leaders” (Mandarin Leader Index, USA).



Molly Wilson

Vice President
Marsh USA Inc.

Molly Wilson is a client executive for selected clients of Marsh’s New York City office. In this role, she is responsible for coordinating the delivery of all Marsh resources to her clients, supervising the client team, developing marketplace strategies, and crafting solutions for unusual business and insurance risks. Molly’s expertise with complex accounts includes the design of both traditional and alternative risk management programs, including captives and rent-a-captives, loss portfolio transfers, finite risk programs, and integrated risk programs.

Molly joined our Marsh in 2016. She has successfully developed creative risk transfer programs that have reduced costs, enhanced value, and increased client control of their risk management programs.



Timothy Oberweger, Esq.

Managing Director & Counsel

TitleVest, a First American Company

Timothy Oberweger, Esq. joined the TitleVest team in November 2015 as Managing Director of Business Development and Counsel. In this role, he focuses on generating title business both in New York and nationwide.

Timothy brings to TitleVest more than 10 years of experience at leading national title insurance companies in the areas of commercial, retail, energy, industrial, hotel, gaming, office, multi-family and residential real estate transactions. He is admitted to practice law in Connecticut, New York and the Supreme Court of the United States, and is a member of the New York State and New York City Bar associations.

Beyond his title experience, Oberweger is an active participant in the real estate community. He is a founding member of the Real Estate Services Alliance, which serves as a single source for the many transaction services needed by real estate owners. Additionally, he is chairman of the Young Mortgage Bankers Association, sits on the steering committee of the Real Estate Executives Council of the United Jewish Appeal - Federation of New York and is a voting member of the Greenwich Representative Town Meeting in his hometown of Greenwich, Conn. Oberweger also serves on the board of directors of Neighbor to Neighbor, a non-profit organization that benefits under-privileged families in Fairfield County, Conn.

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Ken Weissenberg, Chair, Real Estate Services Group

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The Shaw Group at Morgan Stanley



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- **Create:** We work with you to develop a road map to help you achieve and protect the outcomes you envision
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Michael F. D'Onofrio: Managing Director

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The Quest Organization

Executive Search & Consulting

The Quest Organization is an Executive Search and Advisory firm that specializes in the placement of C-level Professionals in the Real Estate industry including: Commercial, Residential, Retail, Hospitality, and Industrial properties for Owners, Managers and Developers, Family Offices, Real Estate Investment Companies and Private Equity Funds for over 30 years.

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Quest Forums, LLC, an affiliated company, started in 2014, is a Real Estate and Financial Services Advisory firm, that assists Family Offices and Privately held companies raise capital, identify truly “off market” properties, acquire properties and businesses, and sell them as well. In addition, we assist in putting together joint ventures, running high end conferences for Principals only, and making strategic introductions to parties of mutual interest. Our sources of capital include High Net Worth Families in the U.S. and Internationally, Financial Institutions and Private Investors.

“Value-Added” Services provided by The Quest Organization and its affiliated entities include:

- Assisting our clients to determine the qualifications required for each position and writing a comprehensive job description
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- Assisting our clients with the interview and hiring process from beginning to end
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- Evaluating the infrastructure and assisting with reorganization, if necessary
- Keeping our clients informed of market conditions, trends and how their competitors are attracting and retaining their human capital
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- Identifying buying or selling opportunities
- Assisting with raising capital and joint venture arrangements
- Making introductions to key players in the marketplace
- Inviting Principals to high quality conferences with top speakers at “no cost”

Michael F. Rosenblatt, CPA, and his team of financial professionals, have over 30 years of experience in Executive Search and Advisory services for Real Estate Families, Funds, REITS, Privately held and Publicly held companies, Institutions and Private investors. As Founder and President of The Quest Organization, previously, he spent over seven years as a CPA with Deloitte LLP in public accounting and as a Senior Financial Executive of a publicly held service company.

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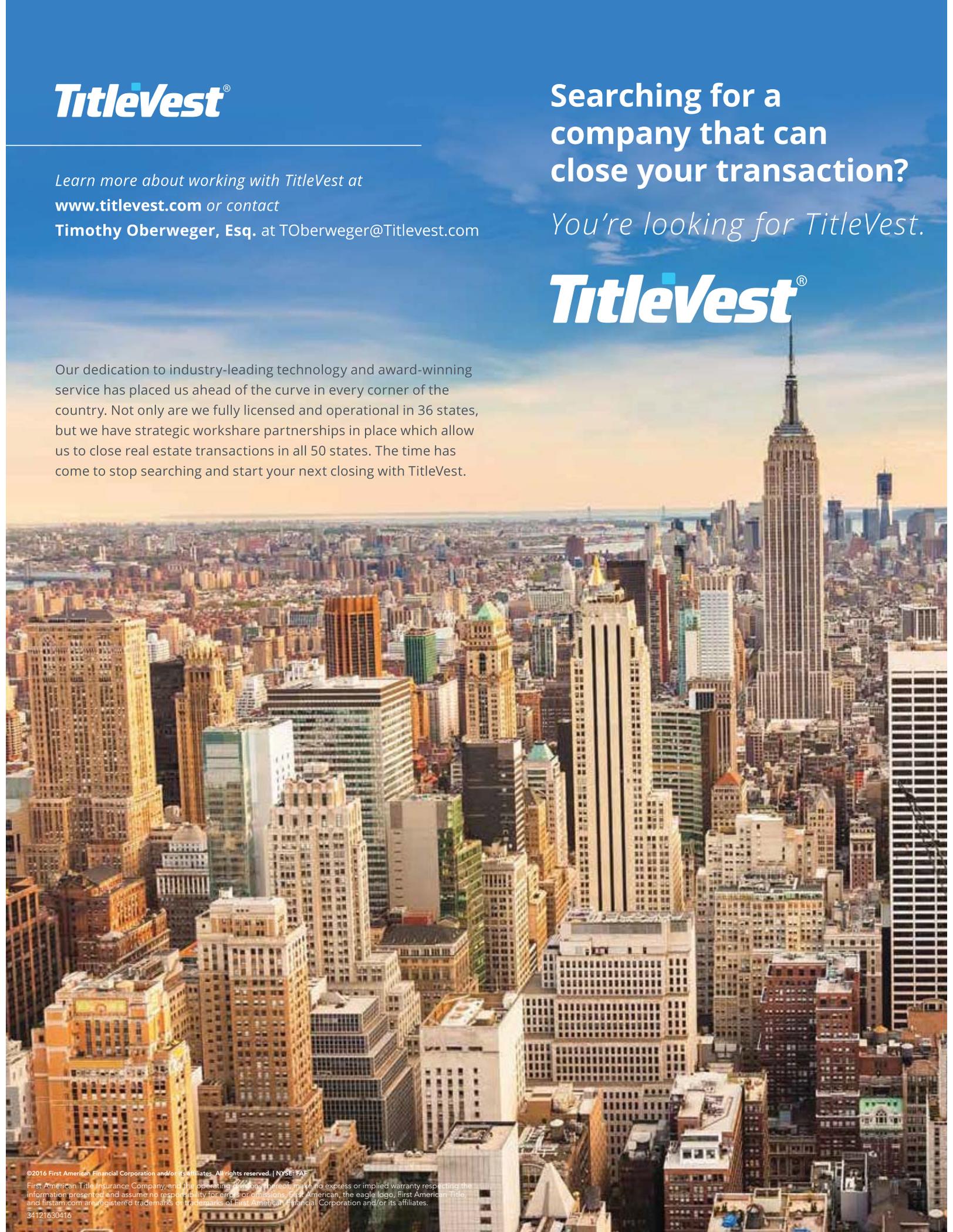
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