



naiop

An evening with Wentworth of Normandy R.E. Partners - Oct. 3rd

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It's been just two short years since Normandy Real Estate Partners began investing in Massachusetts, and already they have become a leading force in commercial real estate in Massachusetts, amassing a Boston-area portfolio that includes 32 commercial properties with more than 3.7 million s/f, including hotels and future development sites.

What brought Wentworth to Massachusetts, how does he feel about the current real estate market, and what is Normandy's strategy for the future? Hear all this and more at NAIOP Massachusetts' special presentation, "An Evening with Finn Wentworth," on Wednesday, October 3rd at the Westin Copley Place. Join us for an evening of cocktails and networking featuring one of the foremost leaders in real estate!

The former co-founder of Gale & Wentworth, Wentworth's dynamic career includes 5 years as president and chief operating officer of YankeeNets, the holding company of the New York Yankees, New Jersey Nets, and New Jersey Devils. In 2002, he founded Normandy, which has experienced extraordinary growth, acquiring or developing over 8 million s/f of commercial space, 2,500 residential units, 1,000 hotel rooms, and numerous land development sites for a total of over \$3 billion in value. Nationally recognized as a leading real estate private equity firm, Normandy owns and operates one of the largest diversified real estate portfolios in the Northeast/Mid-Atlantic region.

Registration and cocktails will begin at 5:30 p.m.; the program goes from 6:30-7:30 p.m., at the Westin Copley Place, 10 Huntington Ave. Cost is \$55 for NAIOP members, \$70 for employees of a NAIOP member firm, and \$85 for non-members. All registrations received after 5:00 p.m. on Tuesday, October 2nd will be processed at the door and will include a \$25 fee.

Register at www.naiopma.org, or call Pauline Rand at (781)-453-6900x4, for more information. Boston, MA What does it take to successfully navigate a project through the Commonwealth's notorious permitting process? Find out at NAIOP Massachusetts's in-depth look at the ins and outs of permitting in Massachusetts, led by some of the real estate industry's foremost experts, held Wednesday, October 24th, at the Westin Copley Place.

Instructors will discuss permitting basics, as well as more complex issues, such as local zoning challenges, community relations, environmental permits, infrastructure needs, dealing with appeals, assembling the best project team, and the impact of recent legislation and policies affecting the permitting process.

Attendees will take part in a detailed case study to better understand the challenges facing developers. A comprehensive course book will provide further insight on the complex issues that may be encountered in the development process. Professionals from all levels are encouraged to attend to freshen up on the basics and fine-tune your knowledge of permitting in Massachusetts. Three CEU credits are offered (RE16RC01: Zoning & Building Codes).

Expert Instructors:

- *Steven Davis, president, Rackemann Strategic Consulting, Inc.
- *Robert Fishman, partner, Nutter, McClennen & Fish LLP
- *Douglas Landry, managing director of land development, VHB, Inc.
- *Brian Levey, principal, Beveridge & Diamond, P.C.
- *R.J. Lyman, partner, Goodwin Procter LLP
- *Richard "Chip" Nylen, Jr., partner, Lynch, DeSimone & Nylen, LLP
- *Theodore Tye, managing partner, national development

Registration begins at 7:15 a.m., the workshop will run from 8:00-11:30 a.m., at the Westin Copley Place, 10 Huntington Avenue, in Boston. Cost is \$125 for NAIOP members and employees of member firms, \$200 for non-members. All Registrations must be received by Noon, Tuesday, October 23rd; walk-ins will only be permitted on a space available basis for this event. To register, visit www.naiopma.org, or call Pauline Rand at (781)-453-6900x4, for more information.

Boston, MA On Wednesday, November 7, NAIOP Massachusetts along with the Boston Business Journal will present a cutting-edge conference featuring some of the nation's top business executives discussing two of the most significant influences on the business world and their impact on doing business in the Commonwealth:

- *The role of private equity and venture capital investment
- *Major new trends in real estate capital markets

An "all-star" list of leading private equity investors, venture capitalists, and national and international real estate executives has already been confirmed, including:

- *Scott Sperling, T.H. Lee
- *Bob Davis, Highland Capital Partners
- *Steve Woodsum, Summit Partners
- *Jane Brock Wilson, Berkshire Partners
- *David Fialkow, general catalyst
- *Michael Fascitelli, Vornado Realty Trust
- *Ed Linde, Boston Properties
- *Ron Ratner, Forest City Commercial Group

The event will be held from 7:15- 11:30 a.m. at the Hyatt Regency Boston, One Avenue de Lafayette, in Boston's Financial District. Registration and continental breakfast will begin at 7:15 a.m. and the program runs from 8:00 -11:30 a.m. Cost is \$175. for NAIOP members and employees of NAIOP member firms, \$195. for non-members, and \$1,500 for a table of 10.

Don't miss this incredible opportunity to network while hearing the views of some of the nation's foremost business leaders. Register today at www.naiopma.org or call Pauline Rand at (781)-453-6900x4 for additional information.

Join NAIOP today and receive three months free membership!

Needham, MA - NAIOP Massachusetts is now offering a terrific opportunity to receive the full benefits of membership at a discounted rate! Pay 2008 dues between now and the end of the year and receive the remainder of 2007 for free. Your membership will be valid until January of 2009 - the sooner you join, the greater the benefit!

NAIOP Massachusetts provides the commercial real estate industry and associated professions with the best in Education Programs, Networking and Business Development Opportunities, and Public Affairs Advocacy. The largest chapter in the National Association of Industrial and Office Properties (NAIOP), NAIOP Massachusetts represents commercial real estate developers, owners, investors, and the professions that support the commercial real estate industry.

Special rates are available for members ages 35 and younger (with proof of age): Individuals can join for just \$225, and employees of corporate members can join for only \$100 each!

For additional information about NAIOP Massachusetts, or to join, visit our web site at www.naiopma.org or call Debbie Osheroff, Director of Member Services, at 781-453-6900 ext. 3.

NAIOP Cocktail Reception: An Evening with Finn Wentworth

When: Wednesday, October 3rd

5:30-7:30 p.m. NAIOP Educational Workshop on Permitting

When: Wednesday, October 24th

7:15-11:00 a.m.

Money In/Money Out How Changing Trends in Capital are Affecting Business in Massachusetts

When: Wednesday, Nov. 7th

7:15-11:30 a.m.

Where: Hyatt Regency

Boston

NAIOP Awards Gala

When: Wednesday, Nov. 14th 5:30-9:00 p.m.

Where: Westin Copley Place

Boston

NAIOP/SIOR Annual Market Forecast

When: Thursday, Nov. 29th
7:15-9:45 a.m.

NAIOP Annual Meeting

When: Thursday, Dec. 12th
7:15 - 9:30 a.m.

For more information about these programs, or to register, visit www.naiopma.org or email Pauline Rand at information@naiopma.org.

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