



Navigating Long Island's Commercial Real Estate Landscape: Trends, Challenges, and Opportunities

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Kevin S. Law **Executive Vice President, Partner, TRITEC Real Estate Company**

Kevin S. Law joined TRITEC Real Estate Company in April 2021 as Executive Vice President and Partner, where he has become an integral part of the TRITEC development team and chairs the TRITEC Affordable Housing Team.

Kevin joined TRITEC following a ten-year tenure as President and CEO of the Long Island Association (LIA), where he made the LIA one of the most respected business organizations in New York State. His efforts on economic development and creating

a better business climate on Long Island to strengthen it as a place to live, work, and do business helped shape public policy locally and throughout the state. In this role, Kevin helped secure more than \$5 billion to the Long Island region for infrastructure investments.

In addition to his work with TRITEC, Kevin continues to serve our region and state in several capacities and remains passionate about the growth of Long Island and its affordable housing opportunities. He is the Chairman of the Stony Brook University Council and Chairman of the Long Island Housing Partnership, a not-for-profit developer of affordable housing. In 2021, Kevin was confirmed by the New York State Senate as a Director of the Empire State Development Corporation and was designated as Chairman of Empire State Development by Governor Kathy Hochul.

Kevin's extensive experience in government, law, and advocacy have included serving as Commissioner of the Metropolitan Transportation Authority as the Suffolk County Representative, Co-Chair of the Long Island Regional Economic Development Council, President and CEO of the Long Island Power Authority (LIPA), and as Chief Deputy County Executive for Suffolk County, New York. Prior to his tenure in Suffolk County, Kevin was the Managing Partner of the Long Island office of Nixon Peabody LLP, an international law firm, where he focused his practice on matters relating to all facets of environmental and energy law, land-use, real estate, municipal litigation and representation of clients before federal, state, and local agencies. Kevin has also served as the Director of Real Estate for the Suffolk County Department of Law, where he administered the Pine Barrens, Open Space, and Farmland Preservation and Acquisition Programs, and as the Assistant Suffolk County Executive for Planning, Housing, and Environmental Affairs, where he coordinated the County Executive's environmental initiatives and affordable housing programs.

Kevin received an Associate of Arts from Suffolk County Community College; a Bachelor of Arts from SUNY, Stony Brook University; a Master of Science from the Graduate School of Urban Affairs and Planning at CUNY, Hunter College; a Juris Doctor from St. John's University School of Law; and he completed a Leadership Program at the John F. Kennedy School of Government at Harvard University. Kevin recently received an Honorary Doctor of Laws Degree from Molloy University. He is admitted to the Bar of the State of New York and before the U.S. Supreme Court and the U.S. District Courts for the Southern and Eastern Districts of New York.



Kevin O'Connor, Principal at KMO Strategy

Kevin O'Connor is currently involved in strategic consulting after previously serving as the Chief Executive Officer of Dime Community Bank the successor organization to BNB Bank after the merger between these two organizations in 2021. Dime Bank is one of the region's largest community banks with over 50 branches, 800 employees and \$12 billion in assets. Mr. O'Connor served as the Chief Executive Officer of the bank for 16 years, where he led the Long Island community institution through a period of dramatic growth and financial stability. Other roles in financial services included senior positions at North Fork Bank and KPMG.

Throughout his career, Mr. O'Connor's leadership strategy has focused on creating a culture where organic growth and exemplary community-based customer service can thrive. Local businesses from Manhattan to Montauk have benefited from Mr. O'Connor's lifelong commitment to the communities the bank served. Mr. O'Connor has been named one of Long Island's top CEOs by Long Island Business News and during his tenure as CEO, BNB Bank was consistently rated by Newsday as one of the top places to work on Long Island.

Mr. O'Connor sits on the boards of Pursuit and the Hauppauge Industrial Association. Mr. O'Connor is a current member of the Board of Trustees of Suffolk County Community College and a member of the American Institute of Certified Public Accountants and the New York State Society of Certified Public Accountants.

A Long Island native, Mr. O'Connor holds accounting degrees from Suffolk Community College and Adelphi University. Kevin is a lifelong supporter of the Suffolk County Boy Scouts, and the Long Island chapter of the American Heart Association. He currently serves on the Boards of Habitat for Humanity and United Veterans Beacon House. Mr. O'Connor also led the creation of the Dime Community Bank Foundation, designed to expand the reach of the Bank's local charitable efforts. Mr. O'Connor has three sons and makes his home in Great River, New York.



Lee Brodsky, CEO, BEB Capital

Lee J. Brodsky is the Chief Executive Officer of BEB Capital, a multi-million dollar private real estate company. Since its formation in 2013, Lee has led BEB to become an institutional-grade owner and operator of industrial assets along the East Coast. In addition to the industrial portfolio, BEB owns and manages numerous multifamily assets and development sites in New York City and the surrounding region. In 2020, BEB introduced its privately held lending platform, offering financing solutions for commercial real estate assets located along the east coast of the United States.

Lee oversees the overall direction of the firm and spearheads strategic direction for the business including the execution and management of strategic partnerships. He serves on the Investment Committee, which makes continuous contributions to drive BEB's growing real estate and investment portfolio. In addition to his contributions on the investment side of the business, Lee leads all asset management related functions. Prior to joining BEB, Lee worked as a corporate real estate advisor at Newmark in its Manhattan headquarters.

Lee also maintains the following roles and responsibilities:

- Board Member at ALS Association, Greater NY Chapter
- Board Member at UJA Federation of NY
- Board Member at The Joseph Gurwin CCRC Development Board
- Board Member at Alzheimer's Foundation of America
- Young Presidents Organization - Metro Chapter
- Member of the Energeia Partnership

Lee holds a Bachelor of Business Administration from Goizueta Business School at Emory University. He resides in Port Washington with his wife, Rebecca, and four children



Scott Barone, Founder and Principal, Barone Management LLC

Scott Barone is the Founder and Principal of Barone Management LLC. Founded in 1999, the company was initially focused on property management and small to medium-sized fee-based construction management projects before expanding into development consulting as well. By 2005, Barone had approximately 400,000 square feet of property under its stewardship, a mix of property management and active construction. However, Mr. Barone's earliest success arrived via a partnership with The McSam Hotel Group, in which Mr. Barone endeavored to develop a series of hotels in 2009, the first located in Manhattan's Tribeca neighborhood at 231 Hudson Street, and the second located in downtown Brooklyn within

immediate proximity to the Barclays Center at 40 Nevins Street. Both projects proved to be profitable, shifting the firm's focus solely to developing properties for its own account with an emphasis on long term ownership. Since that time, Mr. Barone has led the strategic vision of the company while overseeing its expansion into various market sectors, including hospitality, commercial, industrial, and community facility from the approach of both ground-up development as well as acquisition and renovation. Most recently, in 2018, Mr. Barone recognized what he believed to be a substantial gap that existed within the educational facilities market and has led his eponymous firm's foray into the niche charter school sector. Today Mr. Barone manages all aspects of the company's financial dealings and project design, with a specific focus on creative deal-structuring and management of vital relationships among industry leaders, investors, government officials, and financial institutions.



Scott Burman, Principal, BRE

Scott Burman is a principal at BRE, a real estate development and investment firm that specializes in creating value-added opportunities across various market sectors and asset classes. With over 20 years of experience in the industry, Scott has developed core competencies in site selection, acquisitions, municipal entitlements, project planning, and finance; leading teams through hundreds of millions of dollars of real estate transactions.

Scott is also a former president of EB Construction, a division of Engel Burman (EB), where he scaled the business to well over 100 employees and approximately \$400 million per annum of work-in-place. He was instrumental in growing the EB enterprise portfolio to

an approximate market value of \$3 billion, working across diverse sectors such as commercial properties, senior living, multi-family residential, and healthcare. Scott is passionate about delivering high-quality projects that meet the needs and expectations of his clients and stakeholders, while also contributing to the economic and social development of the communities he serves.

As an industry thought leader, Mr. Burman has earned the trust of valued stakeholders by being knowledgeable, open-minded, and solution-oriented, while yielding successes throughout the development process, construction cycle, and beyond. Throughout his career, this same skill set has allowed him to tackle the inevitable challenges that come with overseeing multi-disciplinary organizations.

As an active member of the community, Scott has served on boards including the Young Presidents Organization Metro New York Chapter as Forum Officer, the Real Estate Institute at Stony Brook College of Business, the LIPA/PSE&G Community Advisory Board, Board Chair for the Long Island Children's Museum, and President of the Long Island Real Estate Group.

Scott has been featured in the media and frequently participates on industry panels both as a panelist and moderator, he is a guest lecturer at the Maurice A. Deane School of Law at Hofstra University as well as Stony Brook University School of Business, teaching students about various aspects of construction and real estate development.

Mr. Burman earned his degree in Business from the New York University Stern School of Business. He lives on Long Island with his wife Bianca, their three children, Isla (17), Brent (15), Page (10) and the family dog, Duke. He was a competitive triathlete for over a decade, competes in multiple endurance racing formats, and sponsors a team of young aspiring athletes in the sport of triathlon.



Rich Humann, President & CEO, H2M

Mr. Richard Humann is Chairman, President, and CEO of H2M architects + engineers, where he started as an intern in 1987. He is a licensed professional engineer in 12 states. Rich is responsible for the overall performance of the firm, and drives the corporate mission, vision, and values of the firm to create a working environment that promotes employee engagement and positive culture. Under his leadership, H2M has grown from a firm of about 220 employees to over 500 employees in ten offices, servicing clients throughout NY, NJ, CT, MA, PA and FL.

H2M's mission to "Our People, Our Clients and Our Communities" is backed by our vision to improve the quality of life for everyone in our reach by empowering our diverse talent to sustainably solve the challenges of the built environment. Rich believes our work is our legacy, and sustainability is our responsibility.

Beyond H2M, Rich is a member of the Board of the HIA-LI and the LIA, The Interfaith Nutrition Network, the Advisory Boards of Stony Brook University's Civil Engineering Department and the Corporate Advisory Board of Cold Spring Harbor Laboratory. Rich lives in Nesconset with his wife Patty and their two daughters, Jessica and Caitlyn.



Vincent Giovinco, EVP, Director of Real Estate, Flushing Bank

Vince is currently the Executive Vice President and Director of Commercial Real Estate for Flushing Bank. Prior to his tenure at Flushing, Vince was a 1st Sr. Vice President at New York Community Bank for over 15 years, and has been involved in commercial real estate for over 25 years.

Vince is an Executive Board Member of the Real Estate Institute at Stony Brook University, and a Board member for Long Island Housing Partnership. He is also a member of the Community Bankers Mortgage Forum and the Metropolitan Mortgage Officers Society.

Vince is a Certified Public Accountant, and is a member of both the American Institute of CPA's and the NY State Society of CPA's.

In addition to being a lecturer at Stony Brook University, Vince is also an Adjunct Professor at New York University.

He holds a Bachelor's Degree from Hofstra University, and a Certificate in Real Estate from Long Island University.