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MEREDA's 2024 Annual Real Estate Forecast Conference & Member Showcase

February 29, 2024



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To learn more, contact David Hult, Vice President, Business Development at david.hult@readycapital.com

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Maine Real Estate &
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Supporting Responsible Development

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2024 MEREDA Forecast Conference & Member Showcase

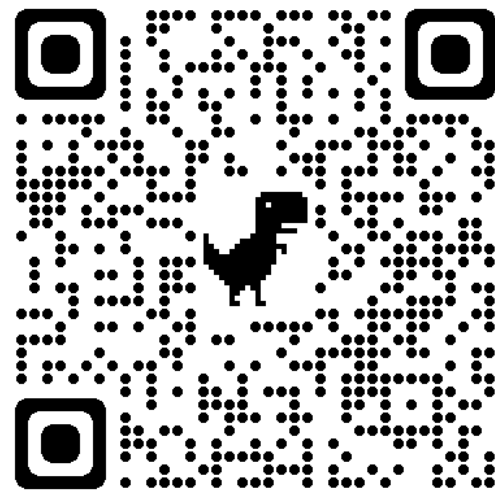
Today's Schedule

- 9:00 AM - REGISTRATION** All Participants, Exhibitors and Attendees Must Go Through Registration in Lobby
- 9:00 – 10:00** **Continuing Education Credit Sign-In** - Member Showcase Opens in the Casco Bay Exhibit Hall
- 10:00 – Conference Introductory Remarks** – Craig Young, MEREDA President
- 10:15 - Innovating Maine’s Future:** Dr. Habib Dagher, Executive Director, Advanced Structures and Composites Center, University of Maine
- 10:45 – Overview of MEREDA’s Legislative Agenda:** Elizabeth Frazier, Partner, Pierce Atwood, LLP
- 11:15 – Economic Overview:** James Marple, Managing Director, Senior Economist, TD Bank Group
- 11:40 – Recognition Awards Ceremony**
- 12:00 – 1:00** **Box Lunch Provided & Showcase Re-Opens Downstairs** - *Lunch in the Casco Bay Hall*
- 1:00 – 4:00** **Forecast Conference Afternoon Sessions in the Ballroom**

	ROOM A	ROOM B	ROOM C
1:00	Office & Industrial Outlook Moderated by Craig Young Justin Lamontagne, The Dunham Group Nate Stevens, The Boulos Company Charles Day, Porta & Co.	Construction Outlook Moderated by Shannon Richards Kendrick Ballantyne, Optimum Construction Nick Cormier, PM Construction Shannon Richards, Hay Runner	Regional Outlook Moderated by Josh Soley Andre Rossignol, Maine Realty Advisors Chris Paszyc, The Boulos Company Brandon Mitchell, Malone Commercial Brokers Bev Uhlenhake, Maine Commercial Realty
2:00	Retail & Hospitality Outlook Moderated by Craig Young Peter Harrington, Malone Commercial Brokers Matt Arrants, The Arrants Company	Financing Trends Moderated by Shannon Richards Kim Twitchell, NBT Bank Matt Early, Gorham Savings Bank David Hulit, Ready Capital	Development 101 Moderated by Josh Soley Josh Soley, Maine Realty Advisors David Packard, PK Realty Mgmt. Marieke Thormann, Fathom Companies
3:00	Residential & Multifamily Outlook Moderated by Craig Young Brit Vitalius, Vitalius Real Estate Group Aaron Bolster, Allied Realty Elise Kiely, Legacy Properties Sotheby's International Realty	Upcoming Projects & Developments Moderated by Shannon Richards Dan Bacon, M&R Holdings John Laliberte, Reveler Development Rebecca Hatfield, Avesta Housing	Technology & Innovation Outlook Moderated by Josh Soley Tim Hebert, Hebert Construction Stephanie Brock, Red Thread Dr. Habib Dagher, University of Maine's Advanced Structures and Composites Center

4:00 – 5:00 **Continuing Education Credit Sign-Out** - Showcase Re-Opens, Cocktail Hour, Raffle Drawings

Speaker presentations and other related materials from today's event are available on the MEREDA website using this QR code.



CONTINUING EDUCATION CREDITS

This course has been approved for **4 hours** by the **Maine Real Estate Commission** for In-Person Continuing Education Credits for Real Estate Licensees and Appraisers.

**** ATTENTION **** In-Person real estate licensees and appraisers seeking credits will be **required to sign-in** upon arrival (before 10:00 am), **and also sign-out** at the end of the program (not before 4:00 pm).

You MUST sign the pink sign-in / sign-out sheets located next to the registration area. **Failure to sign both in and out sheets will result in the forfeiture of credits.**

We must have proof of 2 signatures. **No exceptions.**

This course has been approved by the **Maine Board of Overseers** for **1 hour of legal continuing education credits**. Those seeking credits for attorneys must also sign in.

This course has been approved by **AIA Maine** for **4 hours** of architect credits. Those seeking credits for architects must also sign in.

Certificates of Completion will be Mailed to You.

CONTINUING EDUCATION CREDITS

SPEAKER BIOGRAPHIES

2024 Real Estate Forecast Conference Speakers

Craig Young joined The Boulos Company in 1987 and is a Partner and Senior Broker of the firm. He takes the time to intimately understand his clients' internal goals and processes to be their best advocate. His supportive approach successfully guides clients through even the most complex real estate deals. His consultative and supportive approach to real estate transactions has won him several corporate clients such as UNUM, La-Z-Boy Furniture, AR Building Company, CEVA, Securitas, Tradecraft, and Goodwill Industries of Northern New England to name a few. Craig has done numerous transactions for each of these companies, and a host of other individuals and investors.

Craig is the proud father of three children and an Australian cattle dog, named Missy. An avid traveler, recent and notable trips include Norway, Spain, Greece, Costa Rica, Columbia, and a cross-country road trip to California with his oldest daughter. He's addicted to McDonald's ice coffee (milk, no sugar), and he loves his Peloton and skiing.

Professional Affiliations/Accreditations include Maine Real Estate Broker License, Maine Commercial Association of Realtors, Certified Commercial Investment Member (CCIM), Member of International Council of Shopping Centers (ICSC), MEREDA; President of the Board.

Craig graduated from the University of New Hampshire with a Bachelor of Science Degree in Economics.

Habib Dagher is the founding Executive Director of the University of Maine's Advanced Structures and Composites Center (ASCC). Under his leadership, the Center has grown from 4 to 300+ personnel and is now housed in a 100,000 ft² laboratory, the largest university-based research Center in Maine. Dr. Dagher is a world-leading advocate for developing sustainable infrastructure and energy systems which simultaneously optimize structures, materials, manufacturing, construction, and maintenance. Dr. Dagher initiated several major research programs which have gained ASCC national and international reputation.

Dr. Dagher holds more than 80 patents, has over 100 publications, and has received numerous awards, including: The 2015 White House Transportation Champion of Change, The Carnegie Foundation Maine Professor of the Year, The Distinguished Maine Professor Award, The American Society of Civil Engineers Charles Pankow Innovation Award, the Maine Better Transportation Association Transportation Champion, WindPower Engineering and Development Innovator 2017, Engineering News Record Top 25 Newsmakers, Maine International Trade Center Innovator of the Year, the Maine Development Foundation Champion for Economic Development and named the 2023 Innovator of the Year by MaineBiz.

Elizabeth Frazier is a Partner focusing on government relations, lobbying, business advocacy, and environmental and land use policy. Elizabeth divides her time between Pierce Atwood's Portland and Augusta, Maine offices.

Elizabeth grew up in and around her family's Maine-based small business, which has given her unique insights into the challenges and opportunities of running a business in Maine.

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Prior to moving back to Maine, Elizabeth served as a staffer for Congresswoman Chellie Pingree in her Washington, DC office. Her experience both in Washington and back home in Maine has given Elizabeth an understanding as to what resonates with Maine policy makers and how to shape a legislative strategy in the best interest of her clients. Specifically, Elizabeth's professional and political experience have given her a nuanced understanding of Maine politics, and her pragmatic approach to policymaking allow Elizabeth to elevate her clients' interests above the political fray.

Elizabeth has direct experience working with business, professional associations, and advocacy organizations to navigate complex legal, regulatory, and political issues. In this time of increased state-level policymaking, Elizabeth is intimately familiar with the interplay between multi-state business interests and local policymaking. Additionally, Elizabeth has been involved in the work of climate action and preparedness – an area rife with both risk and opportunity for Maine business.

In her personal life, Elizabeth is active in Maine Democratic politics. Elizabeth serves on the Board of the Portland Regional Chamber of Commerce as well as Maine's Architecture, Construction and Engineering (ACE) Mentor Program, and GrowSmart Maine. These organizations reflect Elizabeth's passion for Maine, its people, and the future of economic growth in our state. Elizabeth resides in the heart of Portland's Old Port.

James Marple is an Associate Vice President and Senior Economist in the Economics department. In his current role, he oversees the economic scenario generation process for internal and regulatory stress testing exercises for the bank's operations in Canada and the U.S. The team provides economic analysis and forecasts to TD clients and stakeholders, delivering on a wide scope of research, covering the U.S., Canadian, and global economies.

James received his graduate degree in Economics from the University of Toronto in 2005. In October of last year, he celebrated his fifteen-year anniversary with TD Bank Group.

Justin Lamontagne is recognized as one of the leading experts on industrial real estate in Maine. With over a decade of experience, he has successfully brokered transactions in all sectors, specializing in industrial, office, and investment properties. From strategic planning and representation for both buyers and sellers, to site searches and commercial property valuations, his exceptional market knowledge and expertise is an asset for clients looking for not only results, but a lasting relationship. Carrying his Rotarian principles forward in every deal, Justin is always looking out for his clients' best interest and often talks people out of deals rather than into them. As such, he has fostered a reputation for being a genuine and trustworthy partner for clients.

As someone who approaches the market with a broad lens to understand all the different angles, positions, and perspectives, Justin is someone both clients and colleagues look to for his market insight. In 2013, Justin was named the Maine Commercial Association Realtor of the Year. In 2015 he earned the prestigious CCIM accreditation, an international membership comprised of the world's top commercial real estate professionals. In 2017 he earned the Society of Industrial & Office Realtor's (SIOR) designation, a global network of only 3,600 industry leaders. In doing so, he became the 5th broker in the state of Maine to carry both CCIM & SIOR honors. Annually, Justin is the author of The Dunham Group's Greater Portland Industrial Market Survey, a comprehensive study and inventory of the local industrial market.

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Justin is active in several Greater Portland philanthropic and professional organizations. He currently serves on the Board of Directors of the Maine Commercial Association of Realtors (Past President), Maine Cancer Foundation, Town & Country Federal Credit Union, and Portland Little League. Justin is also an active member of the Rotary Club of Portland, the Maine Real Estate Development Association, the Portland Chamber of Commerce, and the CCIM & SIOR New England chapters.

Justin joined The Dunham Group in 2011. In 2016 he earned Partnership in the firm and, in 2019, was named Designated Broker. He has worked in commercial real estate since 2006 and has a degree from the University of Rochester (BA '02) and an advanced degree from Boston University (MS '04). In his free time, Justin is an avid water skier, snow skier, hiker, rock climber and plays organized softball.

Nate Stevens joined The Boulos Company in 2007 after working with CBRE in Tucson, Arizona prior to moving back to Maine. Nate works in all areas of commercial real estate including office, retail, industrial, development, and investment properties located in Central and Southern Maine. Nate has extensive experience working with local and national developers, investors, and companies including nonprofits, start-up businesses, state organizations, local municipalities, and large corporate companies. Nate is often asked to contribute to articles and be a panelist based on his knowledge of the commercial real estate market. He is also a regular speaker at the annual MEREDA conference where he presents on the status and future of the southern Maine office market.

A Portland, Maine native, Nate left to study at the University of Arizona where he received his bachelor's degree in Regional Development. He was an accomplished swimmer captaining the Division 1 men's team to consecutive top four finishes at the NCAA Division 1 championships as well as earning All-American status and reaching a top 25 world ranking. This leadership and competitive spirit is what drives Nate's achievements in commercial real estate. Nate has a long, well-engrained family history in Portland; his great-great grandfather was famed regional architect John Calvin Stevens, a legacy which spawned his interest and passion for the local built environment.

Nate graduated from the University of Arizona with a Bachelor of Science Degree in Regional Development. Nate lives in the Deering Center neighborhood of Portland with his wife, Jane, and son, Carter. They enjoy summers on Little Diamond Island in Casco Bay.

Professional Affiliations/Accreditations include 2018 Maine Commercial Association of Realtors —Realtor of the Year, Maine Real Estate Broker License, Member of the Greater Portland Chamber of Commerce, President of Maine Commercial Association of Realtors, President of Greater Portland Landmarks, Trustee of Portland Public Library

Charles Day has more than 20 years of experience in commercial real estate across all asset classes, and an extensive knowledge of the Maine market. Prior to joining Porta & Company in 2018, he was a broker at CBRE | The Boulos Company, for 14 years. Over his career he has successfully advised and represented clients with their real estate needs, including tenant representation, buyer representation, lease negotiation, valuation and appraisal, and investment acquisition. During his 20-year career, Day has been responsible for more than \$400 million dollars in transaction volume. A Bangor, Maine native and current Cumberland resident, Charles has

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been active within the Maine business community since the mid 1990's. He holds an undergraduate degree in business management from Bryant University in Smithfield, RI.

Professional Affiliations/Accreditations include Member of Maine Real Estate & Development Association (MEREDA), Member of Maine Commercial Association of REALTORS (MCAR), and Member of International Council of Shopping Centers (ICSC).

Kendrick Ballantyne is a native of Gorham, Kendrick is a graduate of Northeastern University where he played football and earned a degree. From a young age, Kendrick knew he wanted to be an entrepreneur and own his own business. With family in the construction business, he had long been intrigued by the industry. His education at Northeastern set him on a path to start his own construction business, and after playing one season for the Baltimore Ravens, Kendrick decided to make a move toward achieving his childhood dream by starting Optimum Construction in 2012.

For Kendrick, the appeal of a career in construction is that it brings together so many people to complete one design. From all the engineers and architects involved in the design, right through to the completion of the project. Construction is all about people, managing people, and relationships with people.

Kendrick is the champion of Plain Talk, an Optimum core value. Telling the whole truth to bring clarity and direction is the most efficient path to get from an idea to the completed project. A straight conversation is the shortest distance between two points, putting an end to the confusion. Kendrick focuses his energy on knowing people because he believes that every person operates with a set of expectations. As President and Owner, it's his job to know what these are and create alignment.

Kendrick has been featured in Maine Biz, ABC Maine, Construction Executive, and more for his noteworthy projects with Optimum Construction.

Nick Cormier is the Business Development Manager at PM Construction Co., one of the premier construction management firms in northern New England. He is responsible for developing new opportunities and managing relationships with current and prospective clients. Ultimately, supporting the continued growth of the company brand throughout Maine and beyond.

Nick joined PM in August of 2018 as a Project Manager and continued in that role until his promotion to his current business development position in January of 2022. Nick joined the MEREDA board of directors in July of 2023 and also serves on the conference committee. PM Construction Co. has been an active member of MEREDA for many years.

Shannon Richards was born and bred in Maine. An artist and entrepreneur since she was young, she's spent the last 20-plus years in the practice of designing and building, manifesting a life centered around creation, Shannon has produced hundreds of custom homes, commercial spaces, pieces of furniture and fixtures. She is the founder of Hay Runner as a way to simplify the lifecycle of home ownership through buying, fixing up, designing, building, maintaining, and selling — helping people every step of the way. She is a part of the

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Greater Portland Board of Realtors, the Maine Association of Realtors, and the National Association of Realtors. Shannon also serves as Vice President on MEREDA's Board of Directors.

Andre Rossignol joined Maine Realty Associates in 2023. In 2021, he started Rossignol Performance & Fitness, a gym located in Caribou, Maine.

A graduate of the University of Maine in Presque Isle, Andre earned his Bachelor's degree in 2021. During his time in college, he was a captain of his college soccer team and also played basketball.

In addition to his passion for real estate, Andre is also an avid fitness enthusiast and spends his free time working out, coaching at Waynflete High School, and spending time with his family and friends in Northern Maine.

Chris Paszyc joined The Boulos Company in October 2005. Chris has extensive knowledge of the Maine commercial real estate market and business community, along with a strong track record in business, governmental affairs, and real estate. His areas of expertise include investment sales of commercial and multi-family residential assets, disposition of distressed assets, lease transactions, tenant/buyer representation and development site location.

Prior to joining The Boulos Company, Chris spent five years as Director of Planning & Development for the City of Gardiner, Maine. There, he spearheaded successful efforts in downtown revitalization and business development. Chris is a graduate of the University of Maine and holds a BA (1997) and MPA (2002). Chris has also served in the US Marine Corps Reserves in the Infantry and as Town Manager for two Maine municipalities. Chris holds the prestigious CCIM and SIOR designations. Both are professional recognitions of the highest level of knowledge, production, and ethics in the commercial real estate industry.

Chris resides in the Pine Point area of Scarborough with his wife, two daughters, and his dog. Chris enjoys spending time on Casco Bay and at Sugarloaf with family and friends.

Professional Affiliations/Accreditations include Maine Real Estate Broker License, Maine Commercial Association of Realtors, Certified Commercial Investment Member (CCIM), Society of Industrial and Office Realtors Member (SIOR), Member of the International Council of Shopping Centers. Chris graduated from the University of Maine - Master of Public Administration and Bachelor of Arts, Public Administration.

Brandon Mitchell joined Malone Commercial Brokers in 2017 after several years with SVN/ The Urbanek Group. Prior to his tenure there, he was a commercial construction project manager with LedgeWood Construction, Landry-French Construction and PC Construction.

As a commercial real estate broker, Brandon has participated in over \$83 million of commercial sales and leases. He works across all sectors of the market but specializes in large industrial properties, multifamily portfolios, and self-storage facilities throughout the state.

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After working two summers on a lobster boat on Casco Bay during college breaks, Brandon graduated from Michigan State University with a degree in construction management and moved to Maine full-time in 2002. Brandon is involved in various community organizations and resides in Cape Elizabeth with his wife and three children. Aside from being happily engulfed in commercial real estate, Brandon can be found spending summers with his family boating on the Casco Bay and winter skiing at Sugarloaf.

Professional Affiliations include a BS in Construction Management, Michigan State University, National Association of Realtors (NAR), Member, Maine Commercial Association of Realtors (MCAR), Member, and CCIM Institute Candidate Membership.

Bev Uhlenhake is the managing broker at Maine Commercial Realty and the Chief Development Officer at Sky Villa Properties, both based in Bangor. She previously served as a commercial broker at Epstein Commercial Real Estate in Bangor for 18 years.

Uhlenhake has served on the MEREDA board of directors since 2012 and was named Volunteer of the Year in 2018. She earned her Certified Commercial Investment Member in 2008, and in 2019, Uhlenhake was named Maine's Commercial Realtor of the Year.

In addition to her work in the commercial real estate arena, Uhlenhake has been involved in public service. She previously served on Brewer City Council, including two terms as mayor, and on the Brewer High School board of trustees. She presently serves on the board of directors for the Northeast Workforce Development Board and OHI and was president of the Rotary Club of Bangor when it celebrated its centennial year. At the state level, she currently serves as the Chair of the Maine Democratic Party.

Peter "Pete" Harrington is the retail expert of Greater Portland. He has been a commercial real estate broker with Malone for over 30 years. Although Pete's life-long real estate career includes sale and leasing of office, retail, industrial and investment property, his particular specialty is the Portland Downtown and Old Port retail and office markets. He is known as the retail expert with an established reputation for getting deals done with Tenants and Landlords.

Pete earned a BA in Economics from the University of Lowell in 1985. He then went on to earn his Associate Broker license in 1991 after moving to Maine. He is an active community volunteer, especially for the Portland Little League. After his sons aged out, he continued to support the Challenger division.

In addition to his community service, Pete spends countless hours volunteering for his profession. Pete was the Maine Commercial Association of REALTORS® (MCAR) First Vice President in 2009 and 2010, and President in 2011 and 2012. Pete was MCAR's REALTORS® of the Year in 2010, an honor he again received in 2022. In October 2022, Pete was named the State-wide REALTOR® of the Year for the Maine Association of REALTORS® the first commercial real estate broker to ever receive that honor. In 2017, Pete became the Maine Association of REALTORS® First Vice President. He went on to become President in 2019. He was also on the National Association of REALTORS® Board from 2018-2020, the first commercial broker to serve in both positions.

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Pete is currently the President of Maine Listings after service a term as First Vice President, again, the first commercial real estate broker to be elected. Pete has served on almost every committee possible with the REALTORS® in Maine.

Professional Affiliations include President of Maine Listings (First Commercial Broker elected as President) | 2023, Representative, State of Maine, Risk Management Issues Committee for the National Association of REALTORS® | 2022, First Vice President, Maine Listings (First Commercial Broker to serve) | 2021, Current Member of Maine Association of REALTORS® Legislative Committee | 2021, 2022 & 2023, Director of National Association of REALTORS® (NAR) | 2018, 2019 & 2020, President of Maine Association of REALTORS® | 2019, President of Maine Commercial Association of REALTORS® (MCAR) | 2011 & 2012, Maine Commercial Association of REALTORS® (MCAR), Realtor of the Year | 2022, Maine Association of REALTORS® (MAR), Realtor of the Year | 2022.

Matthew Arrants, ISHC, CHAM is the Founder and Principal of the Arrants Company, a hotel investment and advisory firm. Prior to November 2021, he was Executive Vice President of Pinnacle Advisory Group, working in both the Boston and Portland offices for over 25 years. While with Pinnacle he worked on numerous luxury hotel development projects including the Ocean House in Watch Hill, RI, the Morris Inn at Notre Dame University, the Williams Inn in Williamstown, MA. Matt is a past President of the Hotel Asset Manager's Association (HAMA), from which, he has earned the prestigious Certified Hotel Asset Manager (CHAM) designation. He is also a former Chairman of the International Society of Hospitality Consultants (ISHC), a group of the hospitality industry's most respected professionals from across six continents.

Earlier in his career Matt worked in operations in various managerial capacities with Four Seasons Hotels and Resorts, and Rock Resorts. He lectures regularly at prestigious institutes of higher education and served as an adjunct professor at Boston University, teaching Hotel Asset Management. Mr. Arrants holds a Master's Degree in Hotel Administration from Cornell University and a BA in Political Science from Hartwick College.

Kim Twitchell is the Senior Director of Affordable Housing for NBT Bank. She oversees the bank's affordable housing strategic growth initiatives for lending and investment activity around the footprint. Kim has over 35 years of commercial banking experience focused on commercial real estate and affordable housing financing. She is a member of the MEREDA Board of Directors and Conference Committee, Avesta Housing Development's Board of Directors and Audit Committee, Community Housing of Maine's Board of Directors and Development Committee and Evernorth's NH Investment Committee. Kim is a graduate of Bowdoin College, has two adult children and lives in Cumberland with her husband..

Matt Early leads the Gorham Savings Bank's focus on external networking, partnership, and relationship-building activities. He has worked in commercial banking in the Greater Portland area since graduating from the University of Maine more than 30 years ago. He also holds an MBA from New Hampshire College (now Southern New Hampshire University).

JOIN THE CONVERSATION

SPEAKER BIOGRAPHIES

Matt enjoys banking because it's an opportunity to meet and work with a wide variety of people and businesses. You get to hear, see, and experience their stories – and not only get to be a part of them, but have a positive impact on them as well. To Matt, Banking is Believing means having the opportunity to improve the well-being of our customers and community.

David Hulit is a Business Development Officer with Ready Capital, the 4th largest SBA 7a lender in the country. David began his career in SBA 5 years ago at Harvest Small Business Finance where he worked as a Business Development Associate and later at Santander Bank where he led a team during the Paycheck Protection Program.

During SBA's Fiscal Year 2023, David originated over \$50mm in SBA 7a loans nationwide for businesses in need of financing for ground up construction, real estate acquisition, working capital, lease hold improvements, partner buyout and business acquisition.

SBA lending runs in the family; his mother served as Acting Administrator of the SBA during the Obama Administration. As such, he feels strongly about the economic impact the SBA has on communities and its ability to support businesses through difficult economic conditions. Providing capital to entrepreneurs who have been overlooked by traditional lenders is something David takes pride in. In particular, he has worked tirelessly on reentry advocacy for formally incarcerated persons seeking to grow and start businesses.

Josh Soley began his career in commercial real estate in 2011 as an asset manager for Lincoln Center Property Management (LCPM). At LCPM he oversaw more than 1 million square feet of retail, office, and industrial space throughout Southern Maine. Josh made the transition to brokerage in 2014, and subsequently, launched Maine Realty Advisors in 2017 as the State's premiere full-service commercial real estate firm. MRA has consistently been a leader in both commercial brokerage and asset management since its inception.

Josh specializes in investment sales and has facilitated high-profile transactions in Maine, Vermont, New York, Maryland, and Florida. Josh has completed both sales and leases in excess of \$350mm, consistently making him one of Maine's most prolific agents. In 2021, CoStar honored Josh as a Power Broker for topping the industry in sales. In 2022, Mainebiz named Josh on their 40 Under 40 list of dynamic individuals changing Maine's economy.

A Freeport, ME native, Josh graduated the Maxwell School at Syracuse University. In his rarely found spare time, you can find Josh coaching basketball at Waynflete School or enjoying the outdoors with his beautiful wife and daughter. He aspires to be a proficient guitar player and Arabic speaker.

David Packard is in-house counsel for PK Realty Management LLC and a developer/owner on the Yard South project in South Portland. He has a diversity of experience in areas of law and community development. PKRM manages 18 properties in the Greater Portland area. Actively engaged in the community, David volunteers on the boards of Portland Downtown, the Cape Elizabeth and South Portland Chamber of Commerce, and Kismet.

SPEAKER BIOGRAPHIES

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Marieke Thormann is the Vice President of Development at Fathom Companies, a hospitality and real estate management company that concentrates on developing and providing consulting services for ground-up construction, historic renovations, and repositioning of hotel, office, residential, and mixed-use properties. She is a licensed Professional Engineer that facilitates and oversees all parties involved in new development and renovation projects, from site acquisitions, pre-construction management, design development, and construction coordination through project completion. Marieke brings over a decade of experience with multi-million-dollar construction and development projects ranging from boutique hotels and mixed-use urban high-rises to institutional offices and schools. As an engineer, Marieke is known for her strong problem-solving skills that empower her to work with design teams, Owners, and contractors to collaboratively resolve complex challenges. She is well established in the construction and development industry in the Mid-Atlantic and Northeast and has built a reputation of strong leadership, trusted management, and a deep understanding of design and construction.

Her recent notable work on Fathom Companies' developments includes the Canopy Portland Waterfront hotel (opened June 2021), and current master development plans for The Pearl Street Riverfront District in Biddeford, and a hotel development at 385 Congress Street in Portland, part of the larger Herald Square Development. Thormann also leads project management and consulting services at Fathom Companies for other real estate developers, including the planned renovation of the historic Time & Temperature Building in Portland.

Brit Vitalius has made a career selling multi-family properties in Greater Portland since he started in real estate in 2004. He founded Vitalius Real Estate Group in 2011 as a boutique agency of select professionals who could provide a full complement of high-quality brokerage services to clients.

Brit has served for more than a decade as President of the Rental Housing Alliance of Southern Maine (formerly the Southern Maine Landlord Association), a local non-profit group of rental housing providers from across the industry. He is a co-founder of the Quality Housing Coalition, which focuses on opening-up market rate apartments to at-risk tenants, including asylum seekers and other new Mainers, single mothers in recovery, youth, and many others.

He currently serves as Past-President of the Portland Community Chamber of Commerce, which gave him the opportunity to host "Eggs and Issues," Portland's premier business and networking event.

Brit co-chairs the Greater Portland Board of Realtors LPAC Committee and sits on Maine Listing's Rental Database Task Force. He presents an annual report at the Maine Real Estate and Development Association's Annual Forecast Conference for the multi-unit sector. He personally owns and manages multi-unit investments in Portland and Yarmouth.

Brit grew up in Yarmouth, Maine before he graduated from Harvard University in 1995. He worked in technology as a programmer and team manager at BBN, the company that developed the forerunner of the internet. Brit currently lives in Yarmouth with his wife, Yasmin, 14-year-old son, Coltrane and 12-year-old daughter, Allegra. In his limited spare time, Brit enjoys mountain biking, skiing, tennis, and single malt scotch.

SPEAKER BIOGRAPHIES

SPEAKER BIOGRAPHIES

Current Boards & Committees—President of Portland Community Chamber of Commerce, President of the Rental Housing Alliance, Co-founder and President, The Quality Housing Coalition, Trustee of the Maine College of Art & Design, Co-Chair, Greater Portland Board of Realtor's Legislative and Political Action Committee

Aaron Bolster resides in the woods of Norridgewock with his wife Melissa, they have three adult children and three grandchildren. A native of Maine, Aaron Bolster obtained his real estate license in 2000. He then had the opportunity to purchase Allied Realty-Skowhegan in 2008, and has since opened additional offices in Rangeley, Wilton, and Jackman. Aaron understands that private property rights is one of the most precious cornerstones of America. This is why the real estate community is such a passion for him, together we will protect it. In 2017, he was the president of Kennebec Valley Board of Realtors. Also, during 2021 he was the President for the Maine Association of Realtors. Today he serves as chairman for the legislative committee at MAR and holds several other committee seats, along with the board of directors at Maine Listings.

Elise Kiely consistently ranks among the top brokers in Maine and is currently in the top 0.5% in the state. She makes it a point to have her buyers, sellers, and investors know that she provides a level of service unmatched in a crowded and competitive industry.

Elise grew up in Baltimore, Maryland, and attended UNC Chapel Hill (Go Tarheels!) where she studied Political Science and International Studies. Elise almost entered the Foreign Service after a couple of internships with the State Department in DC, but ultimately decided to go to law school, as she wanted a career where she could craft creative arguments and strategically position clients to maximize value and minimize risk in their businesses. She graduated from Emory University School of Law, and for nearly a decade litigated high technology and anti-trust issues in Washington DC.

Having moved to Maine in 1996, Elise decided to leave her legal career in 2001 and start investing in residential real estate, and ultimately got her real estate license in 2005 to facilitate those investments. Representing high-end developments and clients in the greater Portland area, Elise's experience as a real estate developer and investor, broker, and former litigator has given her a powerful skill set and makes her as conversant in zoning codes as she is in negotiating contracts. Elise's clients benefit from these unique experiences and areas of expertise.

After living in both Cumberland and Portland, Elise and her husband Neil settled in Falmouth where they raised their two children, Hannah and Ike. She adores living in Falmouth, with its easy access to the water, great restaurants, extensive trails for hiking and cross-country skiing, golf courses, and quick access to Portland.

In her free time, Elise enjoys playing tennis, golf, pickleball, and boating on Casco Bay, and is often hiking or cross-country skiing on local trails. She also loves to surf year-round and has been able to surf and ski on the same day, one of the wonderful things about Maine with its beautiful mountains and coastline. She has also recently taken up fly fishing and learning French.

JOIN THE CONVERSATION

SPEAKER BIOGRAPHIES

Active in many local organizations, Elise sits on the board of United Recovery Fund, the non-profit support of Maine Works, a company dedicated to providing dignified and meaningful work for those in recovery and emerging from the criminal justice system. She is also an Olympia Leadership Advisor, where she mentors high school girls in Poland Maine through the Olympia Snowe Leadership Institute and is a member of MEREDA's local affairs committee.

Dan Bacon is the Development Director for M&R Holdings. M&R Holdings is a local development group that performs residential, mixed-use and commercial development in southern Maine. M&R Holdings most notable project is The Downs planned community in Scarborough for which Dan leads the planning, design, permitting and overall project vision and execution. Prior to his current position, Dan worked for as both a public sector planning director and in private consulting. Dan holds a master's degree in planning from the University of Massachusetts and a bachelor's degree in government from St. Lawrence University.

John Laliberte is Chief Executive Officer at Reveler Development, a full-service real estate investment, development, construction, and management company founded in Portland, Maine. Since joining the team in 2018, John has led Reveler's acquisition and development efforts with a focus on identifying strategic opportunities and delivering value for investors. From deal-sourcing to project stabilization, John leverages his keen understanding of local markets and demographic trends to unlock the full potential in every Reveler development. Under his leadership, Reveler has successfully completed the historic rehabilitation at Riverdam in Biddeford, played a major role in the repositioning of The Linden in Portland, and continues to develop vibrant communities at The Levee and The Armature. John grew up in Saco, Maine and graduated from Boston University.

Rebecca Hatfield joined Avesta Housing in 2015 as an assets and acquisitions officer and rapidly moved up the ranks of the organization, overseeing real estate development, construction services, property management, and resident services. She was named president and CEO of Avesta in 2022. In her current role, Rebecca leads Avesta's 300-plus staff members and oversees a portfolio of over 100 properties and 3,100 apartments to provide safe, quality, affordable homes, and support services to more than 4,000 people every day.

Rebecca has a diverse professional background, bringing expertise in both the for-profit and nonprofit sectors. Her strategic and collaborative business approach combined with her focus on people has allowed her to lead teams to new heights of success. She has extensive experience in finance with a focus on deal structuring, underwriting, credit and risk analysis, portfolio management, and real estate acquisition. Prior to working for Avesta, she was a senior vice president at Citigroup, where she worked in various roles within commercial and corporate banks. Her previous employment also includes five years serving as project manager and lead developer as a software and network management engineer.

Rebecca was named a Mainer of the Year in 2022 by Maine Magazine and a Woman to Watch in 2021 by MaineBiz magazine. She is the board chair for Genesis Community Loan Fund and serves on the boards of Camden National Corporation and Camden National Bank, the Gulf of Maine Research Institute, and the John

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SPEAKER BIOGRAPHIES

T. Gorman Foundation. Previously, she served on the boards of the Maine Council on Aging (MCOA) and the Maine Real Estate and Development Association (MEREDA).

Rebecca earned an MBA from University of California Los Angeles, Anderson School of Management, and a BS in Computer and Information Science from University of Maryland G.C.

Tim Hebert is the Co-Owner and CEO of Hebert Construction, a fourth-generation family-owned construction management firm with offices in Lewiston and Portland, Maine. Tim also owns Hebert Development, where he develops a mix of multiple family residential and mixed-use commercial properties throughout Central and Southern Maine. Tim graduated from Wentworth Institute of Technology in 2001 and worked in his field of civil engineering for various construction and engineering companies in Boston before moving back to Lewiston, Maine, to join the family business. Tim serves on the boards of The Construction Services Group Trust, Maine Jobs Council, Portland Society of Architects and Central Maine Community College Construction Advisory. Tim lives in Cumberland Foreside with his wife, Melissa, his two sons, Jack and Sawyer, and two dogs, Birdie and Barley. In his downtime, you will find Tim playing and coaching hockey and tennis, surfing, trying to fish for stripers, and snowboarding.

Stephanie Brock is the Vice President of Sales and General Manager for Red Thread, a wholly owned subsidiary of Steelcase, Inc. She focuses on partnering with people to create exceptional spaces for working, learning, and healing. Her knowledge of the changing nature of work and technology allows her to create inclusive environments that amplify engagement and authenticity. Being a female leader for 25+ years has provided Stephanie with the basis for being very passionate about supporting equality in the workplace. She is one of the founding members of MaineCanDo.org as well as the Vice Chair on the board of directors of the Maine Coalition Against Sexual Assault (MECASA). Stephanie was also a founding member of the Boston chapter of Chief, is a current board member of The Portland Society for Architecture and has served as an OLA with the Olympia Snowe Women's Leadership Institute.

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Wifi Password: PWMDT

#MEREDA2024 | #ForecastConversations | #MaineDevelopment | #MaineCRE

Speaker Presentations and other related materials from today's event are available on the MEREDA website using this QR Code.



<https://mereda.org/resources/documents/>

This QR code will provide you with a map of the Casco Bay Exhibit Hall.



<https://mereda.org/wp-content/uploads/2024/01/2024-Exhibitors-Confirmed.pdf>

JOIN THE CONVERSATION



Maine Real Estate &
Development Association

Supporting Responsible Development

2024 Recognition Awards

Each year MEREDA is proud to recognize the individuals, businesses and organizations that have made a significant and lasting contribution to responsible real estate development in the state of Maine.

Robert B. Patterson, Jr. Founders' Award: Gary D. Vogel, Drummond Woodsum

This career recognition award is to acknowledge members of MEREDA who have distinguished themselves by making significant contributions to the real estate industry and/or to MEREDA over many years. Gary Vogel of Drummond Woodsum has been selected to receive this year's Robert B. Patterson, Jr. Founders' Award.



Gary has been practicing law in Portland for over 30 years and is a shareholder at the law firm of Drummond Woodsum. Gary's practice is concentrated in real estate, real estate development, finance transactions, commercial transactions, mergers and acquisitions and commercial law. His work often involves developments utilizing the Federal Low Income Housing Tax Credit, Federal and State Historic Tax Credits and New Market Tax Credits. We are delighted to recognize and celebrate Gary's outstanding commitment to MEREDA. Over the years, Gary has generously offered his valuable time and expertise, playing a pivotal role in helping our organization thrive. His extensive institutional knowledge and experience with MEREDA's legislative history, along with his deep understanding of development challenges in Maine gleaned from his own law practice, have made Gary's contributions invaluable to all MEREDA members.

Since joining the MEREDA Board in 2004, Gary has been an integral part of MEREDA, serving as chair of the legislative committee for over a decade, as well as serving two years as President. Under his leadership, MEREDA has achieved many legislative accomplishments that have greatly benefited Maine and real estate development in the state. We owe him a debt of gratitude for his unwavering dedication to these voluntary leadership roles. Gary was selected to receive MEREDA's Public Policy Award in both 2006 and 2011, as well as the Volunteer of the Year Award in 2010, and the President's Award in 2014. Gary resides in Yarmouth. When Gary isn't practicing law, he can be found skiing one of Maine's mountains or sailing the coast of Maine.

Volunteer of the Year Award: Matthew Pitzer, Simpson, Gumpertz & Heger

MEREDA's success is largely based on the support and commitment from its volunteer members. Each year MEREDA presents its Volunteer of the Year Award to an individual who enthusiastically volunteers time and energy over the past year furthering MEREDA's mission. This year's award goes to Matthew Pitzer of Simpson Gumpertz & Heger.



Matt Pitzer is an Architect and Senior Project Manager at Simpson Gumpertz & Heger. Matt has a background as a designer specializing in preservation and envelope restoration of prominent historic structures and is committed to design that confers broad social benefits.

Matt has been an active and engaged participant, serving on MEREDA's Board of Directors since 2019. More recently, he has taken on the role of DevelopME Committee Co-Chair. Matt's leadership has made a difference in creating professional development opportunities within MEREDA for the next generation of industry professionals. MEREDA's DevelopME Committee encourages Maine's real estate emerging leaders to become more engaged in the State's commercial real estate industry. The committee provides educational "Lunch & Learn" seminars, networking opportunities with peers, and access to MEREDA's Board of Directors, as well as the opportunity to participate in MEREDA's advocacy efforts. Matt's dedication to his Co-Chair role has been instrumental in the success of the committee. We look forward to seeing the impact he will continue to make in the future.



Maine Real Estate &
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2024 Recognition Awards

Each year MEREDA is proud to recognize the individuals, businesses and organizations that have made a significant and lasting contribution to responsible real estate development in the state of Maine.

Public Policy Award: Joint Select Committee on Housing

This award is presented each year to those whose efforts have had a significant impact on public policy changes to benefit responsible real estate development in Maine. MEREDA is honored to present the 2024 Public Policy Award to the Joint Select Committee on Housing. Accepting the award is Elizabeth Frazier of Pierce Atwood and MEREDA's Legislative Counsel team.

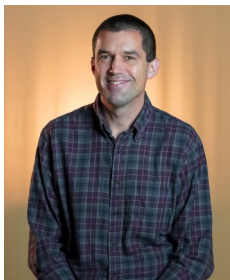


The Joint Select Committee on Housing (the Housing Committee), tasked with prioritizing housing creation in Maine, has undertaken its mission with determination and demonstrated exceptional leadership in policy making. The Housing Committee has taken testimony from all sectors of Maine's housing economy, and has shown repeated bipartisanship support for pragmatic and sensible solutions. Led by its chairs, Senator Theresa Pierce (pronounced "purse") and Representative Traci Gere, the Housing Committee has worked to tackle emergency and subsidized housing assistance and is now turning its attention to land use and its role in housing creation.

MEREDA believes that the concentrated and pragmatic approach to problem-solving demonstrated by the Housing Committee is a model for lawmaking. We applaud them for all they've done to make a practical impact in Mainers' lives and to encourage the development of affordable housing. We are eager to continue to work with the Housing Committee and its exceptionally committed members.

President's Award: Kevin Bunker, Developers Collaborative

The President's Award is given by MEREDA's current President in recognition of someone who has made significant contributions to Maine and/or MEREDA. This year's President's Award is awarded to Kevin Bunker of Developers Collaborative.



Kevin is founding principal of the Developer's Collective with projects that run the gamut from residential to industrial, and is known as one of the preeminent builders of affordable housing in southern Maine. His experience in complex financing models, including tax increment financing, the use of tax credits, and other public-private partnerships have led to creative projects that build community and strengthen the Maine economy in innovative ways. His recent projects include the new homeless shelter and a home dedicated for asylum seekers, both in Portland. Kevin is also an activist promoting the causes of smart growth and downtowns at the state and local levels. A former municipal planner and lobsterman in the Rockland area, Kevin lives in Brunswick with his wife Amanda and their daughters Alex and Natalie.

MEREDA is honored to recognize Kevin's contributions to our state; his commitment to building affordable housing is an example of responsible development in action. As a guest on the MEREDA Matters podcast, as well as a panelist for a Morning Menu discussion on the complexities involved with providing housing and social services for asylum seekers and the unhoused, Kevin has deepened the conversation around financing the development of affordable housing in Maine. We are grateful that Kevin is willing to share his expertise with MEREDA members and is dedicated to doing this important work in our state.

JOIN MEREDA TODAY!



Maine Real Estate &
Development Association

Supporting Responsible Development

Legislative advocacy

Educational programs

Networking opportunities

The **Maine Real Estate & Development Association (MEREDA)** is the state's leading organization of commercial real estate owners, developers and related service providers. Founded in 1885, MEREDA now has nearly 360 members who employ thousands of Maine citizens and invest millions of dollars in the Maine economy each year.

Our mission is to promote an environment for responsible development and ownership of real estate throughout the state of Maine. MEREDA achieves its mission through legislative advocacy, regulatory oversight, educational programs and conferences, and networking opportunities for members of the commercial real estate industry.

Our membership encompasses a wide array of companies and organizations, including developers, builders, property managers, brokers, attorneys, lenders, engineers, land use consultants, architects, appraisers, affordable housing advocates, housing authorities and municipalities.

In uncertain times like these it is more important than ever that we work together as real estate professionals. MEREDA makes sure our legislators understand the role of responsible real estate development in the overall health of our economy. We are a valuable business development and networking tool for our members. And our monthly educational seminars provide members with timely and useful information.

Join MEREDA today. Visit us at www.mereda.org or call Shelly Clark at (207) 874-0801.

Want to Become More Involved in MEREDA's Initiatives? Consider Joining a Committee!



Maine Real Estate &
Development Association

Supporting Responsible Development

Participation on any one of MEREDA's volunteer committees gives members yet another opportunity to raise their profile within Maine's real estate community, and help the association meet its goals. Committee work allows members to play an active role in the association's affairs and all members are encouraged to participate. Committee work also provides an opportunity to work alongside others in the real estate industry and is a good networking

opportunity in itself.

- ◆ Our **Public Policy Committee** meets bi-weekly during legislative sessions. This committee reviews pending bills and regulations, identifying those of interest to our members, and works to ensure the real estate industry's concerns are considered. The committee labors to influence and shape the final form of proposed laws and regulations, and initiates new ones when circumstances warrant.
- ◆ The **Conference & Seminar Committee** meets monthly to develop ideas for upcoming conferences, seminars, and social events, suggesting possible topics, guest speakers, sponsors, formats, venues, and so on.
- ◆ Our **Membership & Marketing Committee** meets monthly to review membership statistics and trends, develops ways to retain current and recruit new members, looks for ways to further enhance the effectiveness of MEREDA's publications and other communications media and entertains ideas for new products and services that could be offered to the membership.
- ◆ The **DevelopME Committee** meets monthly to engage membership and create professional development opportunities within MEREDA for the next generation of industry professionals.
- ◆ The **Local Issues Committee** meets up to six-times per year to monitor and timely engage on local land use and development matters.

We encourage anyone who is interested in becoming involved in one, or more, of our committees, to reach out to Shelly R. Clark, Executive Director at MEREDA by calling 207-874-0801 or sending an email to info@mereda.org.

MEREDA MEMBERSHIP BENEFITS



Cornerstone \$5,000+

MEREDA's Cornerstone membership level includes exclusive benefits to member organizations that contribute significant amounts of both time and money to support MEREDA and its mission. For more information on the Cornerstone membership, please contact the MEREDA office at (207) 874-0801.



Sustainer \$2,500

Members at this level receive
Advocate benefits, PLUS:

- Up to 2 attendees FREE per annual conference
- Logo displayed at all MEREDA events
- Forecast Conference Exhibitor booth at a reduced Members at this level receive price of \$550 (regularly \$1000)
- Logo on website / social media promotion
- Name listed on MEREDA letterhead



Advocate \$1,200

Members at this level receive
Supporter benefits, PLUS:

- Forecast Conference Exhibitor booth at a reduced price of \$850 (regularly \$1000)
- Eligibility to be considered for the MEREDA Board of Directors
- Logo on website
- Unlimited attendees at the member rate for MEREDA events



Supporter

Corporate \$550 (includes up to 5 individual members at the member rate)
Individual \$385 | **Municipal / Government** \$300 | **Full-Time Student** \$50

All members at the **Supporter** level and above receive:

- Advocacy – Legislative and regulatory lobbying efforts
- Education & Insight – Breakfast events and annual conference, MaineBiz Real Estate Insider newsletter and MEREDA Index
- Networking – Breakfast events, annual conferences and socials
- Inclusion in members-only events
- Opportunity to submit and place an article for consideration in the MaineBiz Insider newsletter
- Opportunity to reserve a Forecast Conference Exhibitor booth at \$1000

See over for details.

MEREDA MEMBERSHIP BENEFITS

Cornerstone \$5,000+	Sustainer \$2,500	Advocate \$1,200	Supporter \$50 - \$550*	Benefits
√				Thanks/mention at all MEREDA events
√				Exclusive invitation to “Cornerstone Circle” events
√				Legislative monitoring and updates on real estate-related bills
√				First right of refusal for sponsorship opportunities
5	2			Number of attendees FREE per annual conference
√	√			Logo displayed at all MEREDA events
√	√			Social media promotion
√	√			Logo or name listed on letterhead
√	√	√		Logo on website
√	√	√		Eligibility for consideration for MEREDA Board of Directors
FREE	\$550	\$850	\$1000	Opportunity to reserve a Forecast Conference Exhibitor Booth (\$1000 value)
√	√	√	√	Advocacy – Legislative and regulatory lobbying efforts
√	√	√	√	Education – Breakfast events and annual conferences
√	√	√	√	Industry Insight – <i>Mainebiz</i> Real Estate Insider newsletter and MEREDA Index
√	√	√	√	Inclusion in members-only events
UNLIMITED	UNLIMITED	UNLIMITED	5	Networking – Member rate for attendees to MEREDA events
√	√	√	√	Opportunity to submit an article for consideration in the <i>Mainebiz</i> Real Estate Insider newsletter

**See over for details.*

(please complete reverse side)

Membership Directory Active member companies will be featured in our Membership Directory located on the MEREDA web site at www.mereda.org, with a brief description of the company's products and services. There is no additional fee for this listing. (Only member companies with current dues are eligible to be featured in our Membership Directory.) Please use the space below for your company's profile. *Attach additional sheet if necessary.*

MEREDA Dues Structure: MEREDA has four levels of membership: Supporter, Advocate, Sustainer and Cornerstone. All members will receive the same foundational benefits of a MEREDA membership: Advocacy, Networking, and Education & Insight, however, this structure rewards members for their support of the organization with added benefits at each level. *Please see attached for details.*

<i>2024 Membership Benefit Levels</i>	<i>Minimum Annual Dues</i>
<input type="checkbox"/> I = Full Time Student	\$50
<input type="checkbox"/> II = Municipal / Government	\$300
<input type="checkbox"/> III = Individual	\$385
<input type="checkbox"/> IV = Corporate (<i>Includes up to 5 individual members</i>)	\$550
<input type="checkbox"/> V = Advocate	\$1200
<input type="checkbox"/> VI = Sustainer	\$2500
<input type="checkbox"/> VII = Cornerstone	\$5000+

☐ *Check Here to Request an Invoice be Emailed to the Address Provided on Front*

For Your Convenience, we also Accept Visa or MasterCard

Card # _____ Exp. _____

Committee Participation Committee work allows members to play an active role in the association's affairs. I (*and / or one of my colleagues*) would like to join one or more committee.

☐ Conference & Seminar ☐ Membership & Marketing ☐ Public Policy Committee
☐ DevelopME ☐ Local Issues Committee

Name(s) & Email(s) _____

MEREDA expects members to adhere to its mission of developing Maine responsibly. Application is subject to review of MEREDA Board and/or executive committee. MEREDA is organized under IRS Section 501 (c) (6) rules.

For federal income tax purposes, dues paid to the Maine Real Estate & Development Association (MEREDA) are deductible as a business expense, not as a charitable contribution. A portion of dues, however, is not deductible as an ordinary and necessary business expense to the extent that MEREDA engages in lobbying. The non-deductible portion of dues is 30 percent. MEREDA is tax exempt under IRS Section 501(c)(6).

Our Members are Invested in What we Do

MEREDA's strength has always come from the support and participation of its valued members. Their generous support is critical to continuing MEREDA's advocacy work, educational programming, and other services that are so vital to those in Maine's real estate industry

Thanks to their generosity, we have become the leading voice for responsible real estate development in Maine, representing hundreds of commercial real estate owners, developers and related businesses, from architects and engineers to property managers.

We are pleased to give special recognition to our Cornerstone and Sustainer Level Members. If you are interested in learning more about these levels of membership, please contact the MEREDA office.

Cornerstone Level Members:



America's Most Convenient Bank®



J. B. BROWN & SONS

Our Members are Invested in What we Do

Sustainer Level Members:



LEGISLATIVE ADVOCACY

WINTER 2024



Housing Committee Approves LD 772 to Promote Permitting Predictability

The Joint Select Committee on Housing recently voted to pass LD 772, sponsored by Senator Matt Pouliot, to promote permitting predictability. This bill was submitted as an initiative of MEREDA's Public Policy Committee and could significantly improve the landscape for real estate permitting in Maine. The Committee is currently in the process of finalizing language to ensure their intent is reflected in the final draft, and MEREDA is working with them on that effort. When finalized, LD 772 would:

- ◆ Lock in existing land use ordinances for municipal land use applications on the date by which the project is publicly noticed for consideration by the municipal land use authority.
 - The date of public notice was chosen as the vesting date because it is an easily identifiable moment in time by which the municipality has functionally deemed the application to be complete and acknowledged that it is ready for review on the basis of the underlying ordinance.
- ◆ Promote housing creation and protect the hard work of city staff and elected officials who entertain significant public input and consideration both during the comprehensive planning process that guides the policies within ordinances, and the enactment of the actual ordinances themselves. Planning, growth strategies, economic development, and community cohesion are all important factors that go into shaping a town's ordinances, and a developer should be able to rely on the adopted standards once they are in place.

More Money for Housing!

MEREDA is supporting the Maine Affordable Housing Coalition (MAHC) in its efforts to encourage the Housing Committee and the Appropriations and Financial Affairs (AFA) to consider adding an additional one-time allocation of \$20 million to support affordable housing programs, including affordable home ownership.

- ◆ Governor Mills has currently proposed \$10 million for the Maine State Housing Authority to put toward new housing units through the Affordable Homeownership Program, to expand affordable energy-efficient housing options that are affordable to workers and support state workforce needs.
- ◆ The housing community generally feels that something on the order of \$500 million in state investment will ultimately be required to meet the state's significant housing needs.
- ◆ The additional \$20 million allocation would come out of \$107 million set-aside from the stated allocations in the Governor's proposed supplemental.

LEGISLATIVE ADVOCACY

WINTER 2024

Maine Historic Tax Credit – Opportunities to Expand!

Two bills, LDs 2106 and 1810 are looking at expanding the Maine Historic Tax Credit.

- ♦ LD 2106, sponsored by Sen. Rotundo and endorsed by MAHC, would raise the project cap on substantial projects to allow developers to complete projects in fewer phases and promote project completion; and
- ♦ LD 1810, sponsored by Rep. Maureen Terry, would expand the small-project set-aside to improve uptake of the program similar to recommendations made by OPEGA during its review of the credit program in 2022.

MEREDA supports both bills and is eager to see how the Taxation Committee finalizes their reports to the legislature. If both bills are approved by the legislature, they would need further approval from the Appropriations and Financial Affairs Committee to appropriate the money necessary to effectuate the programs. We will be pushing out an advocacy alert to MEREDA members when the time is right!

As always, if you have thoughts, questions, or concerns about Maine's real estate and development public policy arena – state or local – please feel free to reach out to Beth Frazier and she can help you get engaged.

YOUR VOICE MATTERS

HELP US MAKE A DIFFERENCE

MEREDA members can have a real impact on these important issues. We encourage our members to become involved in our legislative affairs, to attend our meetings, receptions and outreach opportunities.

MEREDA makes advocacy a high priority and we work hard throughout the year to give our members a voice in the legislative process. If you are interested in becoming involved please contact MEREDA's Executive Director, Shelly R. Clark at the MEREDA office at (207) 874-0801.

Listen Up! MEREDA Matters Podcast!



MEREDA has a treat for you! The organization known for bringing people together for insightful discussions on all things related to real estate and development has taken to the airwaves, or rather the podcast waves!

MEREDA Matters is a podcast that highlights the people, stories, and relationships behind the responsible development happening in Maine.

Check it out! <https://mereda-matters.simplecast.com/>



MEREDA BOARD MEMBERS

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The Boulos Company

Executive Director / Board
Secretary: **Shelly R. Clark**
MEREDA

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Hay Runner

Vice President: **Gary Vogel**
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MEREDA's Upcoming Events

<p>January 17, 2024 - 11:30 AM - 1:00 PM</p> <p>DevelopME Committee's Lunch & Learn</p> <p>Tax Preparation and its Role in the Development Process</p> <p>McGoldrick Career & Student Center, 35 Bedford Street Portland, ME</p> 	<p>February 1, 2024 - 8:30 - 10:00 AM</p> <p>Morning Menu Breakfast Seminar</p> <p>Housing the Unhoused and Asylum Seekers: Understanding the Complexities of Housing and Social Services</p> <p>McGoldrick Career & Student Center 35 Bedford Street Portland, ME</p> 
<p>February 29, 2024 - 8:00 AM - 5:00 PM</p> <p>2024 Annual Real Estate Forecast Conference & Member Showcase</p> <p>RETURNING TO: Holiday Inn By the Bay 88 Spring Street Portland, ME</p> 	<p>March 28, 2024 - 8:30 - 10:00 AM</p> <p>Morning Menu Breakfast Seminar</p> <p>Topic Coming Soon!</p> <p>McGoldrick Career & Student Center, 35 Bedford Street Portland, ME</p> 
<p>April 9, 2024 - 8:00 - 9:30 AM</p> <p>Morning Menu Breakfast Seminar</p> <p>Unhoused Population and Impacts on Commercial Real Estate in Bangor</p> <p>Bangor Savings Bank 11 Hamlin Way Bangor, ME</p> 	<p>April 25, 2024 - 8:30 - 10:00 AM</p> <p>Morning Menu Breakfast Seminar</p> <p>Topic Coming Soon!</p> <p>McGoldrick Career & Student Center, 35 Bedford Street Portland, ME</p> 
<p>May 2, 2024 - 5:00 PM - 7:00 PM</p> <p>MEREDA's Strikes for Scholars Bowl-a-Thon Fundraiser 2024</p> <p>Bayside Bowl 58 Alder Street Portland, ME</p> 	<p>May 15, 2024 - 8:30 AM - 12:30 PM</p> <p>2024 Annual Real Estate Spring Conference</p> <p>Holiday Inn By the Bay 88 Spring Street Portland, ME</p> 

Dates Subject to Change - Please visit www.mereda.org for the latest updates.



Maine Real Estate &
Development Association

Supporting Responsible Development

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MEREDA Mission Statement

The Maine Real Estate & Development Association (MEREDA) is an organization whose mission is to promote an environment for responsible development and ownership of real estate throughout the State.

MEREDA'S GUIDING PRINCIPLE:

Practicality, Predictability, and Clarity in Regulation

Invest Wisely.

MEREDA's Membership Returns:

Advocacy for Responsible Real Estate Development

Legislative Representation | Regulatory Monitoring

Business Networking Opportunities

Publications | Seminars & Conferences

Reap ^{the} Dividends.



Maine Real Estate &
Development Association

Supporting Responsible Development

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MEREDA's 2024 Real Estate Forecast Conference & Member Showcase

PLEASE GIVE US YOUR OVERALL EVALUATION OF EACH PROGRAM & PANELIST

Conference General Session _____Excellent _____Good _____Fair _____Poor

Member Showcase _____Excellent _____Good _____Fair _____Poor

PANELISTS:

Craig Young *Introductions* _____Excellent _____Good _____Fair _____Poor

James Marple *Economic Outlook* _____Excellent _____Good _____Fair _____Poor

Dr. Habib Dagher *Innovating Maine's Future* _____Excellent _____Good _____Fair _____Poor

Elizabeth Frazier *Legislative Agenda* _____Excellent _____Good _____Fair _____Poor

1:00 PM Afternoon Sessions

Office & Industrial Outlook _____Excellent _____Good _____Fair _____Poor _____N/A

Construction Outlook _____Excellent _____Good _____Fair _____Poor _____N/A

Regional Outlook _____Excellent _____Good _____Fair _____Poor _____N/A

2:00 PM Afternoon Sessions

Retail & Hospitality Outlook _____Excellent _____Good _____Fair _____Poor _____N/A

Financing Trends _____Excellent _____Good _____Fair _____Poor _____N/A

Development 101 _____Excellent _____Good _____Fair _____Poor _____N/A

3:00 PM Afternoon Sessions

Residential & Multifamily Outlook _____Excellent _____Good _____Fair _____Poor _____N/A

Upcoming Projects & Developments _____Excellent _____Good _____Fair _____Poor _____N/A

Technology & Innovation Outlook _____Excellent _____Good _____Fair _____Poor _____N/A

WHY DID YOU JOIN US TODAY? Networking *vs.* Topic *vs.* CEUs *vs.* Employment Requirement? Other?

Comments on how the classroom environment could be improved : _____

GENERAL COMMENTS: Feel Free to Recommend Topics for Future Events _____

** SEE REVERSE SIDE **

STUDENT EVALUATION OF CONTINUING EDUCATION PROGRAM

DEPARTMENT OF PROFESSIONAL & FINANCIAL REGULATION
OFFICE OF PROFESSIONAL & OCCUPATIONAL REGULATION

MAINE REAL ESTATE COMMISSION

RETURN THIS EVALUATION TO YOUR PROGRAM INSTRUCTOR

You have just completed a program recognized by the Real Estate Commission as complying with the educational requirement for renewal or activation of your real estate license. The Commission is committed to excellence in real estate education and in that interest encourages your comments regarding the quality of this program. Your constructive comments on the instructor, course content and classroom environment will help us improve future programs. The Commission values your opinion and offers its sincere thanks for your cooperation in our effort to ensure quality real estate education. In addition to this evaluation feel free to contact the Commission directly with your comments.

PROGRAM SPONSOR/SCHOOL Maine Real Estate & Development Association (MEREDA)

PROGRAM TITLE MEREDA's 2024 Real Estate Forecast Conference

DATE M/02 D/29 Y/2024 LOCATION Holiday Inn By the Bay, Portland INSTRUCTOR Multiple Presenters

PLEASE CIRCLE YOUR RESPONSE TO THE FOLLOWING:

COURSE MATERIAL:

Course objectives were clear.

Course objectives were met.

Course material was well organized.

Course material was presented in sufficient depth.

Course is professionally beneficial.

I would recommend this program to my colleagues.

COMPLETE IF LIVE/CLASSROOM SETTING:

The instructor was knowledgeable in the subject.

The teaching methods used by the instructor were effective.

Instructor communicated subject matter well.

Instructor supervised course well.

COMPLETE ONLY IF DISTANCE LEARNING PROGRAM:

The course website was easy to navigate.

Instructions for using course materials were clear.

Technical support was readily available.

Strongly Disagree **Strongly Agree**

1 2 3 4 5

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What did you like most about this program? _____

What did you like least about this program? _____

Additional Comments _____

**** See Reverse Side ****

Please Return this Form to the Registration Table Upon Completion