

WINDELS MARX

Windels
Marx
Lane &
Mittendorf, LLP



Charles B. Liebling

HOW WOULD YOU DESCRIBE YOUR TARGET CLIENT BASE?

Real estate cuts across every industry in New Jersey and its legal application demands a multidisciplinary approach. Each transaction can involve a wide range of legal issues, from air rights above a property to environmental conditions in the ground beneath it — and everything in between. We advise clients on a broad variety of real estate matters, including: financing, joint ventures/equity investments, acquisitions and sales, development and land use, redevelopment, construction, leasing and litigation. We strive to be a “one-stop shop,” thereby creating value to clients because of our ability to handle an extensive number of issues related to real estate transactions.

WHAT IS A NOTEWORTHY TRANSACTION OR PROJECT THAT YOUR FIRM HAS WORKED ON RECENTLY?

We recently represented Atlantic City Development Corp. (ACDEVCO) as a not-for-profit developer on all facets of a major non-casino redevelopment project to provide new facilities for Stockton University and South Jersey Gas. We handled all governmental approvals, redevelopment and PILOT agreements and incentives, as well as land acquisition, leases and bond financing. The residential portions of the project will provide housing for 533 students facing the Boardwalk, together with 9,000 square feet of retail space. The site of the former Atlantic City High School will be the location of a 56,000-square-foot academic building to serve the University. A new 72,000-square-foot corporate headquarters for South Jersey Gas is being built atop a new 866-space garage.

TELL US ABOUT A CREATIVE SOLUTION THAT YOUR FIRM PROVIDED TO A REAL ESTATE CLIENT.

We've worked with the New Brunswick Development Corp. (DEVCO) on a number of innovative, complex projects



A rendering of a project by Atlantic City Development Corp., which will include new facilities for Stockton University and South Jersey Gas

throughout New Brunswick, the most recent being the mixed-use cultural center now under construction. This redevelopment project, which includes 12 participants, seven of them public, required DEVCO to assemble land with varying public and private owners, access funding from multiple private and public sources and convey discrete ownership or leasehold interests in the project, both at closing and then again at completion, to numerous public and private entities. Legal restrictions on expenditures of funds and conveyance of real property by public entities required extensive and creative use of powers under the state's redevelopment statutes and the convincing of counsel to those entities of the structure's effectiveness.

WHAT DO YOU SEE AS THE BIGGEST GROWTH AREA FOR YOUR BUSINESS?

For several years consecutively, we've experienced robust interest in the repositioning of commercial properties which were once deemed obsolete or altogether undesirable. A number of factors have driven this trend, including the availability of state incentives and the creativity of developers in partnership with forward-thinking communities. As a result, dense urban areas and corporate campuses, among others, are increasingly attractive — like Atlantic City and New Brunswick, among others.



AT A GLANCE

HEADQUARTERS: 120 Albany Street Plaza, New Brunswick, New Jersey 08901 and I Giralda Farms, Madison, New Jersey 07940

YEAR FOUNDED: 1830

TOTAL NUMBER OF ATTORNEYS: 138

NUMBER OF REAL ESTATE ATTORNEYS: 57

AREAS OF EXPERTISE IN REAL ESTATE: Development and land use, redevelopment, finance, investments, construction, leasing, litigation