



MEET THE DEVELOPERS



Rija Beares
Greater Philadelphia
Market Leader
CBRE



John Grady
Principal and North-
east Region Executive
Wexford Science +
Technology



Andreina Perez Hein
Executive Director
Everybody Builds



Gary A. Jonas Jr.
Visionary & Partner
The HOW Group



Michael A. Stamm
President, CEO
Stamm Development
Group

Presented by



America's Most Convenient Bank®

Moderator

Rachael J. Pritzker, Esq.
Chief Executive Officer
Pritzker Law Group LLC



Sponsored by



Sustaining support provided by:



Partnering Organizations:

Building Industry Association of Philadelphia | CREW Greater Philadelphia | General Building Contractors Association
Electrical Association of Philadelphia | NAIOP Greater Philadelphia | Preservation Alliance for Greater Philadelphia

#MeetTheDevelopers



Thursday, June 15, 2023

PECO Energy Hall

2301 Market Street, Philadelphia PA 19103



Rija Beares

Greater Philadelphia Market Leader
CBRE

610-251-5153
Valerija.Beaeres@cbre.com
cbre.com
@RijaBearesCBRE

Rija Beares is the CBRE Market Leader for the Greater Philadelphia Region, which includes oversight for downtown and suburban Philadelphia, Delaware, Southern New Jersey, the Lehigh Valley and Central Pennsylvania.

In this role, Ms. Beares oversees more than 435 full-time employees and is responsible for driving the company's growth strategy in Greater Philadelphia and delivering integrated client solutions across the company's Advisory Services business, including leasing, sales, valuations, debt & structured finance and property management.

Ms. Beares joined CBRE in 2002 advising institutional and entrepreneurial owners in structuring lease transactions and developing lease-up strategies. In 2010, she began focusing exclusively on representing corporate occupiers of real estate and since then has been involved in some of the most significant and notable office transactions in the Philadelphia region as well as globally. Additionally, she serves as the leader for CBRE's Technology & Media Practice in greater Philadelphia.



John Grady

*Principal and Northeast
Region Executive*
Wexford Science + Technology

215-882-1729
john.grady@wexfordscitech.com
wexfordscitech.com

John Grady is a Principal and Northeast Region Executive with Wexford Science + Technology. Wexford is private development company with 17 years of experience partnering with universities, academic medical centers and major research institutions to develop vibrant, mixed-use Knowledge Communities that drive innovation and opportunity through collaboration, engagement and inclusion.

In this role, John develops relationships and executes projects that create and expand Wexford Knowledge Communities throughout the Northeast United States, including uCity Square in Philadelphia, PA; the Innovation District in Pittsburgh, PA; and the Design & Innovation District in Providence, RI. Wexford also has developed active research assets in the NE Region in Hersey, PA and New Haven, CT.

John has more than 30 years of experience building and managing public-private partnerships that drive development and job growth. Prior to joining Wexford in 2020, he was President of PIDC, Philadelphia's city-wide, public-private development corporation where he was responsible for efforts to drive inclusive growth to every corner of Philadelphia. John served at PIDC for nearly 22 years in a variety of senior positions across real estate, business attraction, investment, community development and overseeing the acquisition, planning and redevelopment of The Navy Yard as a 1200-acre mixed-use community. During John's tenure as President of PIDC from 2011-2020, Philadelphia registered annual gains in employment and population each year.

From 1989-1998, John served in a variety of roles with Cooper's Ferry Development Association, leading land acquisition, planning, and business attraction resulting in nearly \$600M of development along Camden, New Jersey's downtown central waterfront district.

John is active in a number of business and civic roles, including serving as a Trustee for La Salle University and as a member of the Board of Directors of PECO, an Exelon subsidiary. John also serves actively on the CEO Council for Growth, the President's Real Estate Advisory Council at Drexel University, the Board of the Philadelphia Convention and Visitor's Bureau, the Innovation Advisory Board at the University of Pennsylvania's Abramson Cancer Center, the Board of Directors at the University City District, and the Government Affairs Committee of the Philadelphia chapter of the National Association of Industrial and Office Properties (NAIOP). Mr. Grady received his bachelor's degree in Economics from La Salle University and an MPA degree from the University of Pennsylvania.



**MEET THE
DEVELOPERS**



Andreina Perez Hein

Executive Director
Everybody Builds

267-603-1338
aperezhein@everybodybuilds.org
everybodybuilds.org

As the Executive Director of Everybody Builds Philadelphia, **Andreina Perez Hein** is personally passionate and committed to sustaining and furthering its mission to diversify Philadelphia's construction industry and build sustainable capacity for growth among diverse businesses and workers.

Everybody Builds is a collaborative initiative in partnership with the region's largest developers, owners, contractors, trade associations and unions designed to build sustainable capacity for growth among diverse businesses and workers through a sector-wide approach. Everybody Builds aligns market opportunities and prepares diverse contractors and workers to play a substantial role in Philadelphia's growth.

Andreina's interest in advocating for underserved communities are rooted in her own upbringing and childhood experiences as a 2nd generation immigrant from a working-class family. She has dedicated her career to serving and advocating for underrepresented communities, as well as to transforming the built environment through the real estate and construction industry in an equitable way.

She spent a total of 8 years in the nonprofit sector, starting her career conducting nonprofit research and outreach to Latino families in rural and underserved communities. She took a leap into the construction industry mid-career, starting in the field learning the trade while mentoring minority contractors on infrastructure projects with diverse spending goals. After working her way to top business leadership positions, she returned to the nonprofit industry 15 years later. Most recently she served as the Chief Development & Stakeholder Relations Officer for one of Philadelphia's leading human services agencies serving the Latino and North Philadelphia underserved communities prior to joining Everybody Builds.

Working and living in Center City Philadelphia for the past 10 years, she is passionate and committed to the equitable and inclusive economic growth of our city for all.



Gary A. Jonas Jr.

Visionary & Partner
The HOW Group

215-669-3412
gary@howgroup.com
howgroup.com

A graduate of LaSalle University, **Mr. Jonas** began his career in real estate by learning the mortgage business, while refining the art of structuring a win-win deal. Mr. Jonas joined forces with two colleagues to establish Advanced Mortgage Concepts, where he served as president for 10 years. While overseeing the activities and growth of Advanced Mortgage Concepts, Mr. Jonas began a quest to revitalize blighted properties in the city of Philadelphia - where he was born, bred, and educated. This venture rapidly grew into The HOW Group, a highly respected real estate firm that focuses primarily on urban real estate development, construction, property management, real estate sales and lending. As President of The HOW Group, Mr. Jonas focuses primarily on the acquisitions and development activities; and hires top-notch personnel partners to handle the operations of the other divisions.

The HOW Group currently owns and manages 1,000 units in the Philadelphia region.

Active in the community, Mr. Jonas gives back to the industry and city in which he lives and works. Mr. Jonas serves on the Board of the Building Industry Association of Philadelphia as its current president. He sits on the governing board of Big Brothers Big Sisters Independence region where he chairs their program committee. He is the President of The Drexel Area Property Association RCO (DAPA). Finally, and most importantly he is the Vice President of How Charities a local nonprofit that focuses on helping single family households become homeowners. Homes are purchased, gutted, and remodeled and then sold at below market value to families who are trying to break the cycle of poverty.



**MEET THE
DEVELOPERS**



Michael A. Stamm

President, CEO
Stamm Development Group

646-823-3873
michael@stammdevelopment.com
stammdevelopment.com

Michael founded Stamm Development Group in 2015 and currently serves as both President and CEO. Prior to forming Stamm Development Group, he co-founded Patriot Real Estate Capital in 2013, a company engaged in development and rehabilitation of properties in various neighborhoods of Philadelphia. Before forming Patriot Real Estate Capital, Michael was a Manager at PricewaterhouseCoopers LLP. In 2011, while at PricewaterhouseCoopers LLP, Michael founded Stony Creek Holdings and purchased value-add student housing opportunities throughout Philadelphia.

With over 12 years of experience in real estate development, Michael leads the company's acquisition, development, operations, and construction management. His proven ability to identify, entitle, and execute on investment opportunities has made Stamm Development Group a premier development firm in Philadelphia. With a strong history of investment returns, Michael attracts both debt and equity to fund Stamm Development Group's projects. To date, Michael has successfully completed over \$550MM in development projects throughout Philadelphia and South Florida. In 2018, Michael launched a property management subsidiary, SDG Management, which currently manages Stamm Development Group's rental portfolio and has recently begun managing third party portfolios. In 2021, Michael expanded Stamm Development Group into Florida and has acquired, entitled, and is delivering over \$450MM in development projects located in Palm Beach County. In 2022, Michael launched a residential brokerage, SDGRE, which currently focuses on the acquisition and disposition of real estate development opportunities through Philadelphia and Palm Beach County.

Michael is a graduate of the University of Maryland – Robert H. Smith School of Business. While at the University of Maryland, he was an active member of the Delta Chi Fraternity. Before attending the University of Maryland, Michael graduated from Germantown Academy in Fort Washington, PA. He currently resides in the Washington Square neighborhood of Philadelphia where he is a member of The Union League of Philadelphia, the Philadelphia Cricket Club, and the Seagate Country Club in Delray Beach, FL. Michael is also a former board member of the Building Industry Association of Philadelphia, a co-chair for "Cheers for CHOP", and a Corporate Council board member for CHOP. In 2019, Stamm Development Group was nominated at the Building Big Awards 2019 for the "Building Up Award" for their Fairmount Flats project and was selected as the "Classic Division" award winner. In 2019, Michael was named a "Rising Star" at the Philadelphia Inquirer's 2019 Influencers of Real Estate Awards. In 2019, Michael founded a non-profit, The SDG Foundation, to benefit children and families in-need within the Philadelphia neighborhoods that Stamm Development Group operates in. Since 2019, the SDG Foundation has raised over \$850,000 and has reinvested the monies throughout Philadelphia and Florida in accordance with its mission statement.

Moderator

Rachael is a member of both the PA & NJ Bar. She received her Bachelor of Arts from The Pennsylvania State University and her Juris Doctorate from Widener University School of Law in Delaware. Rachael is the Chief Executive Officer of Pritzker Law Group, the City's only Certified Women-Owned Real Estate law firm, and is one of Philadelphia's only zoning and land-use attorneys with experience in both the private sector and Philadelphia local government, having served as Legislative Council to former Philadelphia City Councilman At-Large, Allan Domb.

As CEO of Pritzker Law Group, Rachael focuses her practice on zoning, land use, public property acquisition and government relations in Philadelphia, New Jersey and the surrounding counties. Rachael has appeared in front of all major Administrative Boards and City Agencies, and has an intimate working knowledge of the City's systems and processes. Some of Rachael's most notable accomplishments include:

- Acknowledgement by Super Lawyers as Super Lawyer and Rising Star since 2019
- One of the first 27 women appointed to the Mayor's Commission for Women - Serving on Entrepreneurship Working Group.
- One of the youngest female Board Members of the Building Industry Association (BIA)
- Over 95% variance approval rating in front of the Philadelphia Zoning Board of Adjustment - inclusive of thousands of residential units, single family homes, and commercial mixed use developments.
- Over 95% approval rating at the Board of Revision of Taxes for appeals and Nunc Pro Tunc approvals for tax abatements and market value tax assessment appeals.
- Drafted and passed major real estate related legislation through Philadelphia City Council, including encroachment ordinances, appraisal ordinances and legislative amendments.



Rachael J. Pritzker, Esq.

Chief Executive Officer
Pritzker Law Group LLC

rachael@pritzkerlg.com
pritzkerlg.com



**MEET THE
DEVELOPERS**

Thank You Sponsors



America's Most Convenient Bank®

TD Bank, America's Most Convenient Bank®, Bank, is one of the 10 largest banks in the U.S., providing more than 9 million customers with a full range of retail, small business and commercial banking products and services at more than 1,200 convenient locations throughout the Northeast, Mid-Atlantic, Metro D.C., the Carolinas and Florida. In addition, TD Bank and its subsidiaries offer customized private banking and wealth management services through TD Wealth®, and vehicle financing and dealer commercial services through TD Auto Finance. Contact Damien Ghee, Regional Vice President, 267-252-4073, Damien.Ghee@td.com.



Domus is a Philadelphia-area general contractor established in 1976 on the foundation of impeccable business ethics and a willingness to solve problems for customers. That

foundation has helped us grow to a firm with expertise in multi-unit residential, hospitality, historic, retail/commercial and academic construction projects with over \$175 million dollars of work in progress. Domus consistently delivers jobs on time and on budget by engaging the owner and architect early in the process. By working diligently to understand the customer's needs and learning the challenges presented by each project, we become an invaluable team partner. Contact Scott Zuckerman at szuckerman@domusinc.net, or 215-849-4444 ext. 42.



Founded in 1917, the Electrical Association of Philadelphia is a non-profit trade association with a long history of serving the Greater Philadelphia electrical, lighting, and HVAC markets. Comprised of all segments within the industry, the EAP provides member companies with a variety of services, programs, and professional development opportunities

to ensure safety and compliance in the field. Learn more at www.eap.org.



Known for excellence. Built on trust.

Don Goldberg and Bill Zoino founded GZA in 1964 on the values of integrity, professionalism and loyalty. Since then, the company has grown from a small consulting partnership to a major multi-disciplinary, employee-owned firm that focuses on environmental, geotechnical, ecological, water, and construction management services. With a staff of more than 675 people in 30 offices in the New England, Mid-Atlantic and Great Lakes regions of the United States, we have completed over 100,000 projects for a wide array of public and private clients for the past 56 years and counting. Please visit GZA at www.gza.com to learn more and contact Heather Shoemaker at 267-464-3622.



Marcum LLP provides a full spectrum of traditional tax, accounting, and assurance services; financial, risk, and transaction advisory services;

valuation, forensic and litigation services; technology consulting and managed services; and an extensive portfolio of specialty and niche industry practices. Business owners and managers choose Marcum for our pragmatic, industry-focused insights. Our mission is to help your organization become more successful. Please visit www.marcumllp.com to learn about our practice areas or contact Susanne Spinell Shuster at 267-886-1752.



PRESERVATION ALLIANCE

for greater philadelphia

Preservation Alliance for Greater Philadelphia actively promotes the appreciation, protection, appropriate use, and development of the Philadelphia region's historic buildings, communities, and landscapes. As a membership-based, not-for-profit advocacy organization that shines a

spotlight on the historic places that make the Philadelphia region special, the Alliance gives a voice and a toolbox to those who care deeply about protecting them for the future. Visit www.preservationalliance.com

Sustaining support is provided by:



Partnering Organizations:

Building Industry Association of Philadelphia | CREW Greater Philadelphia | General Building Contractors Association | Electrical Association of Philadelphia | NAIOP Greater Philadelphia | Preservation Alliance for Greater Philadelphia

Upcoming Events: CenterCityBusiness.Org



Grow your network. Grow your knowledge. Grow your business.

Founded in 1978, Center City Business Association is a non-profit, member supported organization celebrating 44 years of service to the Philadelphia business community. Join Center City Business Association today. Visit centercitybusiness.org or call 215.545.7766.

