

June 2025



## Fourth L.P. Investment Made

Hillside Real Estate Investors (HREI) has made its fourth L.P. investment: The Totowa Light Industrial Project is a value-add acquisition of a 70,000 SF industrial building at 601 Union Boulevard in Totowa, New Jersey.

Primely located in one of the nation's strongest industrial markets, this marks [Snowball Developments](#), the sponsor, as its 15th acquisition since August 2021 and its fifth property in Northern New Jersey. Founded by [Brian Ker](#), [Snowball Developments](#) has acquired over 1.7M SF of under-utilized & under-invested industrial assets in the tri-state area with the opportunity for future development potential.

**Support and Acknowledgements:** We are incredibly appreciative of [Brian Ker](#) and [Jordan Gluck](#) for supporting the Hillside Real Estate Investors through this unique deal and learning experience.

**Deal Team:** [Trevor Mahabir](#), [Jacob DiScuillo](#)

HREI seeks to make L.P. investments in core plus, value-add and opportunistic real estate with short to moderate holding periods, enabling the recycling of capital into future opportunities for students. Contributions to the program are considered donations, with the primary purpose being educational.

For those interested in getting involved, please contact [mpanek@foundation.uconn.edu](mailto:mpanek@foundation.uconn.edu) or





## Last Call: Explore CT's Housing Future

# HOUSING & DEVELOPMENT SUMMIT

2025

Join us for a dynamic summit exploring Connecticut's evolving housing needs and the latest development and financing initiatives.



06 June 2025  
11:30 A.M. - 2:15 P.M.



UConn Stamford, Large Auditorium  
1 University Place, Stamford, CT



This event is free and open to all! However, if you'd like to support the summit, a \$100 event sponsorship opportunity has been established. Sponsorship includes automatic registration for your organization's attendees, recognition in pre-event related communications and signage (4.25" X 5.5") displayed at event.

[Click here to register](#)

*\*Space is limited - reserve your seat today\**

## Don't Miss a Beat - We're Moving!

We're switching platforms! To keep receiving our

monthly e-newsletter, event invitations, and more from the UConn Center for Real Estate, please add [kathryn.oleary@actsend.com](mailto:kathryn.oleary@actsend.com) to your contacts or safe sender list today.



## Need Help? Here's How to Whitelist Our New Email Address.

To make sure our messages don't land in your spam folder, follow the steps below:

### Outlook

Go to **Settings > Mail > Junk email**. Under **Safe senders and domains**, click **Add**, then enter our email address.

### Gmail

Go to **Settings > See all settings > Filters and Blocked Addresses**. Create a new filter, enter our email in the **"From"** field, then click **"Create filter."** On the next screen, check **"Never send it to Spam."**

### Other Email Clients

Check your provider's help documentation for steps on adding a safe sender or trusted contact.

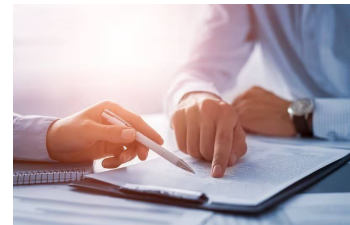
**Don't worry—we're still the same team!**

Just sending from a new digital home. Thanks for staying connected.

## Mitigating Lease Risk

### Key tools for landlords with smaller tenants.

While not all landlords prefer - or are able - to lease their commercial properties exclusively to large, creditworthy "national" tenants, these tenants are attractive due to their strong financial stability. However, what about the small businesses and middle market companies that make up a significant share of office, retail, and industrial leases? Are there ways commercial landlords can mitigate some of the credit risk that accompanies leasing to smaller tenants?



Yes, there are certain credit enhancement techniques employed by commercial landlords during the Letter of Intent and lease negotiation process that help limit such default and payment risk (though certainly not eliminate it entirely).

This DE Insight will provide a quick overview of two of the more common credit enhancements employed by commercial landlords - security deposits and guaranties. Other standard credit enhancements not discussed in this article include, without limitation, the use of (i) letters of credit (commercial and standby) and other certifications from financial institutions; (ii) payment and performance bonds (particularly in the retail space); (iii) pledges of alternative collateral from the tenant and its principals and/or affiliate guarantors; and (iv) the statutory landlord's lien.

Please note that the techniques included below are not easily employed with smaller tenants,



given those tenants' more limited cash reserves and, in some cases, limited operating history. I'd also note that my use of "smaller" when describing certain tenants is more a reference to their credit profiles than footprint or head count. Finally, entire articles can be written on each credit enhancement technique, as well as their interplay with the tenant's own financing needs, subordination, non-disturbance, and attornment agreements and related matters, and other areas of the law that intersect with credit enhancement, so please excuse my brief descriptions above.

[Click here to finish the article](#)

Article from: New England Real Estate Journal  
May 30, 2025 | Volume 64 \* Issue 21

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## See You on the Green

**Tee it up!** Grab your clubs, bring your A-game, and join us for a day of swings, sunshine (hopefully), and serious networking fun. [Click here](#) to learn more/sign-up.



20th Annual UCRECC

# FALL GOLF Tournament

The UConn Real Estate Center Council invites you to join them for their annual golf tournament. Registration & sponsorships will open later this month.



Tuesday, 16 Sept  
**11.00 AM – 8.00 PM**



Golf Club at Oxford Greens  
**99 COUNTRY CLUB DRIVE**



Questions?  
**860.486.3227**

Visit Our Website

<https://realestate.business.uconn.edu>



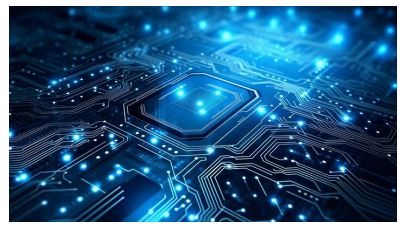
Thank you to our tournament sponsors:

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*(Tournament Co-Sponsor)*

- SitusAMC  
*(Hat Sponsor)*



Nearly nine out of 10 retailers are adopting or piloting artificial intelligence, according to Nvidia's 2025 [State of AI in Retail and CPG survey](#), but are retail professionals properly approaching AI so they can extract adequate value from it? Speakers at an ICSC LAS VEGAS session titled AI-Driven Retail: Insights to Innovation offered advice to ensure AI is an asset, not a liability:



- Pacific Retail Capital Partners COO Donna Blair suggested experimenting with AI slowly, focusing on one goal at a time rather than tackling several issues all at once.
- MRI Software senior director Steven McKissick assured audience members that incorporating AI into their operations doesn't require an enormous investment. "The jump to get there is not as big as you think," he said.
- Coresight Research president Max Kahn recommended treating AI as an effectiveness-improvement tool rather than an employee-replacement tool.
- Mark Kalkwarf, founder and CEO of real estate marketing and branding agency Atypical, cautioned against viewing AI as a "magic button" for solving an organization's problems. "You have to be very conscious of what you're putting into it and what you're expecting to get out of it," said Kalkwarf. "You are going to get stuff out and it's going to be quick and it's going to be at scale, but if you're putting garbage in, you're going to get garbage out — you're just going to get a lot more of it."

Article by: John Egan, Contributor

[ICSC ICommerce + Communities Today](#)

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## Annual CT Commercial Real Estate Conference



**UConn**  
CENTER FOR REAL ESTATE



## CT COMMERCIAL REAL ESTATE CONFERENCE

Panel topics include: Mayors' perspective on economic development, CT economic update, CRE market overview, and affordable housing from a commercial viewpoint. Cocktail reception and networking to follow. Earn 3 CE credits.  
Register by June 13th.



Wednesday, June 18th at 12:30pm



Delamar Hotel, West Hartford



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Organized by UConn & CT Commercial Real Estate Alliance of GHAR

**Building Connections & Sharing Knowledge**



# *Join Our Group On* **LinkedIn**



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and More!



860.486.3227



recenter.business@uconn.edu

The goal of this group is to offer a platform for UConn students and alumni across all geographies and disciplines of the real estate community to connect with one another. If you are a current UConn student or Alumni and would like to be added to the group, please [click here!](#)

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## Student Placement 2024-25





Has your firm recently hired a UConn Real Estate Center Intern or graduating Senior? We want to know about it!

Don't forget - the Center continues to offer Resume Books of students looking for internships and fulltime placement in the real estate industry.

To share your recent hire or for more information and to receive a copy of our student resume book, please send an email to: [kathryn.oleary@uconn.edu](mailto:kathryn.oleary@uconn.edu) or call 860-486-3227.

UConn Center for Real Estate and Urban Economic Studies  
2100 Hillside Road, Unit 1041RE  
Storrs CT 06269  
Ph: 860-486-3227  
Email: [recenter.business@uconn.edu](mailto:recenter.business@uconn.edu)



UConn Center for Real Estate | 2100 Hillside Road Unit 1041RE | Storrs, CT 06269 US

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