

Home is Where the Office Was

November 10, 2011

Downtown Baltimore has an abundance of older office buildings. At the same time, the fastest-growing neighborhood in the city can't keep up with the demand for new housing. Converting obsolete commercial space into apartments elegantly solves both challenges. Downtown Partnership brought community members and commercial real estate experts together for an insider's look at Downtown market conditions, financial incentives, the ins and outs of the conversion process, and successful redevelopment projects.

Below are the presentations from our workshop.

Offices to Housing: Solving Two Challenges at Once

Kirby Fowler, President, *Downtown Partnership of Baltimore*

Thomas J. Stosur, Director, *Baltimore City Department of Planning*

Meeting the Residential Demand

Joseph Cronyn, Partner, *Lipman Frizzell & Mitchell, LLC*

Conversion Incentives

Mark Pollak, Partner, *Ballard Spahr LLP*

An Overview of Tax Credits

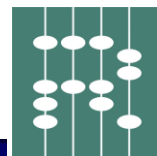
Joel Cohn, CPA, Partner, *Reznick Group*

Operating at the Interface of Planning and Finance

Ernst Valery, President, *Ernst Valery Investments Corporation*



Good for Downtown. Good for Baltimore.



**Reznick
Group**

Building Business Value

THE ABELL FOUNDATION